

# NATIONAL Provisioner

Meat Processor and Allied Industries

Volume 84

APRIL 18, 1931

Reference Dept.  
701 NICK

Number 16

## Announcing the Merger of two famous firms

S. OPPENHEIMER & CO.

BECHSTEIN & CO., INC.

To serve you more advantageously these two long established companies have combined their manufacturing and distributing facilities.

Both firms thank you for past business and shall strive to merit your continued patronage.

In the United States the new company will operate under the name of



**S. OPPENHEIMER & CO.**

New York

1868

Chicago

1931

*Uniform fat cubes add to the tastiness  
and appearance of sausage specialties*



A few types of sausage specialties made with the use of a  
"BUFFALO" Fat Cutter

A Great  
Time and  
Labor  
Saver!

USE a "BUFFALO" Fat Cutter to cut up cubes of pork fat, cooked tongue and cooked meats for making Blood Sausage, Head Cheese, Mortadella, Bologna and other Sausage Specialties.

This machine does as much work as 5 men can do by hand. Reduces overhead and production costs.



CAPACITY: 400 lbs. per hour

Knife heads furnished with cutter to turn out  $\frac{1}{4}$  inch cubes.

Extra knife heads furnished to cut cubes  $\frac{3}{8}$  and  $\frac{1}{2}$  inch.

*Write for full information and price*

The New **"BUFFALO"** Fat Cutter

**JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.**

BRANCHES: Chicago, Ill.

London, Eng.

Melbourne, Australia

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Copyright, 1931, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 84. No. 16

APRIL 18, 1931

Chicago and New York

## Meat Packer Meets a New Sales Situation in Well-Organized Retail Groups

Packers have had their troubles with chain stores. Merchandising difficulties in dealing with privately-owned chains have been no secret.

Some packers have felt that their dealings with the newer groups of independent retailers known as voluntary chains were not entirely satisfactory.

Most of these latter difficulties have grown out of the fact that centralized control in the buying of meats did not obtain in the voluntary chain.

When a packer made a price influenced by the size of the potential sale he had no assurance that he would get the order. Too often his price, which was rock bottom, would be used as a weapon to force a competitor still lower.

### Mutual Confidence Needed

Perhaps the other major difficulty has been lack of confidence on both sides. This is a basic difficulty in most dealings requiring cooperation.

The retailer in general knows his business. He knows what he wants and he is ready to bargain for it. Competition has been strong enough so that first one packer and then another made concessions.

Apparently there have been difficulties and dissatisfactions on both sides. And there will be until each group fully understands the other, and mutual confidence is developed.

Some of the meat packer's problems in dealing with the voluntary chain,

and some of the things that must be done before cooperation between the two groups can be made satisfactory to both, were discussed in THE NATIONAL PROVISIONER of March 21, 1931, under the title "Voluntary Chains—Nuisance or Opportunity?"

### The Retailer's Viewpoint.

This brought forth a statement from the other side of the picture, reflecting the independent retailer's attitude, and his feeling that the packer has not dealt fairly with him.

This letter comes from a section of the country where all types of packers operate—local, regional and national—so that the complaint appears to draw no distinctions in this regard.

The packer knows some of his problems as related to the independent re-

tailer and the voluntary chain. The following communication points out how the independent retailer feels about the packer. It comes from a wholesale meat dealer who feels that he is unbiased. He says:

### From the Other Side.

Editor, THE NATIONAL PROVISIONER:

Have just finished reading your issue of March 21, and note particularly Mr. E. L. Rhoades' article entitled "Voluntary Chains—Nuisance or Opportunity?"

As one who is in contact with both packer and independent retailer daily I feel this personal contact brings forth from each opinions which would be difficult to obtain through a direct discussion of this subject by either packer or retailer. Thus I submit to you



THE SAME OLD WORRY ALL OVER AGAIN!

some of the problems each figure they are confronted with.

#### Some Questions Asked.

Before going further, we all must agree a radical change has taken place in the relations between the packing house and the independent retail store, to such an extent that neither seem to know just what it is all about and where they stand in the matter.

In this connection, may I ask:

1. Has the packer been dealing fair and square with the independent?
2. Has he made any special effort to be a friend of the independent?
3. Has he brought forward any plans, suggestions, etc., to help the independent to weather the storm and enable him to meet chain competition?
4. Has the packer not forced voluntary chains upon himself, which no doubt at the present time are a nuisance?
5. Has he not taken too much for granted as to his standing with the independent dealer?

#### What the Retailer Thinks.

As for the independent retailer, his is a short story.

He has assumed that the packer has cast him aside, and welcomed the chain store in his place. When a retailer has this feeling he cannot say or do much in regard to getting in closer contact with the packer.

Has the packer found it good business to allow chains to buy his brands and feature them in "specials," as a rule at a price so low that the independent dealer could not exist should he attempt to do the same?

Has it not been noted how many times the chains will sell at cost well-known nationally-advertised meat products which the packer has spent a fortune to bring to the attention of the consumer, figuring that such leaders will bring buyers to their stores, and thus enable them to move their own product in which their profit is had?

#### He Is Now Wide Awake.

It is true the independents did fall by the wayside and take too much for granted as to their ability to hold their trade. They surely did not get their bearings quick enough to check the chain advance.

But we now must admit they have come to and are up in arms and out to protect themselves, even though they had lost heart and allowed themselves to believe their days were numbered, as were the independent grocers when the chains stepped up.

After looking the field over carefully and noting the chains and their methods, the independent retailer has taken a new lease on life, regained confidence in himself and his ability to get going and hold his own with the best of them.

The independent dealer is a different man, he is continually studying his problem, getting modern ideas in his place of business, and putting in fixtures, etc., up to the minute. With this, plus his fighting spirit, there is no telling just how far he really is going.

And let us not forget the fact that the independent has made up his mind he is here to stay. One of the good reasons he will stay is the new voluntary chains he is getting into, his

friendly spirit toward his nearby neighbor—always being ready to exchange ideas with him, etc.

#### Results of Catering to Chains.

It is true the packer certainly encouraged the chain stores when they opened meat departments, and has watched these departments grow to the extent of their actually being a menace to him. The independent also stepped aside and watched this performance, and at the same time observed how he has been handled by the packer since the chain came into the picture.

I have noted in certain packinghouses and branch houses chain buyers approaching. The house manager or salesman would immediately stop everything to go over and give them the glad hand, take them to his private office to talk over business, thus leaving Mr. Independent out in the cold to transact his business as best he can.

I have noted also many instances where the independent who has dealt with the local house for years has been unable to buy what he required, due to the packinghouse making a clean-up with some chain. I have often heard packinghouse salesmen tell independents they would much rather deal with the chain, make a clean-up and be finished.

Also I have noted packinghouse salesmen on the road selling to the independent stores with a dozen different prices on the same brands. Does this salesman not realize that the independent dealers are friendly with each other, exchange comments in regard to prices, trying to help each other out by doing so?

Does the dealer who finds he has paid more than his neighbor for the same product place confidence in the salesman, or in the packer who tolerates this method of selling?

#### An Easter Ham Object Lesson.

I would like to call your attention to an instance which has just taken place in this vicinity. As the Easter season approached a number of independent dealers in several small towns pooled their orders for Easter smoked hams.

During the past few years two packers who have houses in this territory, made deals with the chains for their supply of hams, selling them so as to enable these chains to sell at a price at which it was impossible for the independent dealer to make a fair profit.

Thus the committee appointed was instructed not to consider these two packers' products under any conditions. The balance of the local packinghouses were asked to submit bids for retail requirements of Easter meats, the order being given to the lowest bidder.

There were three towns in which the

(Continued on page 26.)



VOLUNTARY CHAIN MEMBERSHIP MAKES MANY STORES LOOK LIKE NEW.

Store lay-outs not unlike that shown above are to be found in many voluntary chain groups. The voluntary chain is made up of individually owned stores that agree to conform to certain standards and have the advantage of group buying. When a store enters a voluntary group about the first thing is to modernize it and make it an all-around food store. If it is a grocery store it soon adds meat. If it is a meat store it gradually expands into other perishables and into groceries. It has been found that the inclusion of a meat department in grocery stores increases the business of the store anywhere from 25 to 300 per cent.

## How One-Man Sausage Business Became Big Meat Plant by Modern Methods

Keeping up with the times, but never losing sight of quality, resulted in the building of a fine business in sausage and meat specialties on the Pacific Coast.

A German sausage maker went to California in 1889. Two years later he started a sausage business, doing all the work himself, including manufacturing and selling.

Quality was his watchword.

This German sausagemaker was Peter J. Rathjens. His business soon outgrew its first quarters. A new factory was built. This was outgrown and a new plant planned, when the San Francisco fire of 1906 made complete re-building necessary.

Again the quarters became too small, and within the past year the newest plant was completed, some time after the founder of the business had passed away.

This modern business, which stands as a fitting memorial to a pioneer with a vision, was described by Fred J. Rathjens, who succeeded his father as head of the organization, to a staff representative of THE NATIONAL PROVISIONER.

### Quality Built This Business

By Augusta Leinard.

Back of the firm of Peter F. Rathjens & Sons, San Francisco, manufacturers of meat specialties and sausage of quality, stands a tale of a sturdy pioneer who won through by hard work and persistent effort.

Old inhabitants remember "way back when" Rathjens products were displayed in front of a little wooden store at 1331 Pacific street. Only a year ago the company erected at the same address one of the largest sausage kitchens on the Pacific Coast, and one of the best equipped in the country.

Peter J. Rathjens went to California from Germany in 1889, and in 1891 he started business at the present location. He was sole manufacturer, salesman and distributor, but later hired a man to drive a wagon and deliver to hotels and restaurants, drumming up trade.

#### Didn't Live to See Plans Realized.

Business increased because of consistent good quality and the new formulas continually being added. Soon larger quarters were put up on the same site, Mr. Rathjens having entered partnership with his stepbrother, Rudolph Bluhm. The great fire of 1906 destroyed the place just as plans were under way for a larger factory. This

was built and used until completion of the present structure in 1929.

For years plans for this building had been shaping up in the mind of the pioneer manufacturer, but he died in 1928 before he could see the fulfillment of his dream, leaving his ideas as a legacy to his two sons, Fred E. and Theodore M. Rathjens, the present owners. They carried out their father's plans, putting up a new plant at a cost of \$75,000.

"We manufacture over fifty kinds of German meat specialties, using all the formulas my father worked out," said Fred Rathjens. "We also put out boiled and smoked meats such as ham, tongue and bacon, and various kinds of meat loaves. We are distributors for Hormel's canned goods in addition to our own products."

#### Buys Only Best Materials.

This company does not kill. Because of the many different cuts needed in the manufacture of its varied line it buys from jobbers. Specialties manufactured include pinkelwurst, Polish sausage, sardellen liver sausage, bockwurst and many others. One of the favorites is Schweitzer brattwurst, in which fresh eggs and the best grade of milk are used.

"Quality and eye appeal certainly build up a business of this kind," Mr. Rathjens declared. "We use the best steer meat and many shoulder and ribbing them. Some of our products are

cuts, and only the best of pork. A few cents added to the cost brings its return in sales volume.

"We were the first to adopt the new artificial sausage casing in this territory, using it on our regular run as well as on dry sausages like German salami and mettwurst. Not only does it keep in the flavor of the meat, being non-porous, but it increases the eye appeal.

"You'd be surprised how much eye appeal counts. A customer coming into a delicatessen store and seeing attractive sausage products will immediately say, 'Give me some of those.' We find that we gain business by continually putting out something new. People like new things."

#### Value of the Brand Name.

It was the "Exposition" frankfurter that started Peter Rathjens on the road to real success.

In 1915, when the Panama-Pacific Exposition was held in San Francisco, he saw his opportunity and grasped it. Figuring that there would be a big demand for frankfurters, he worked out a formula containing beef and pork that would tickle the palate of exposition visitors. This frankfurter, which he named "Exposition," was sold on the fair grounds and became famous over night. It was put on the general market and remains one of the company's big features today.

"The name 'Exposition' is branded on every sausage," said Mr. Rathjens. "You want your name on your products, so that you know people are getting them. Some of our products are



SAUSAGE FACTORY BUILT IN ONE SPAN WITH NO POSTS.

New sausage plant of the Rathjens Packing Co., San Francisco, Calif., which is somewhat unique in that it is built all in one span with no obstructing posts. It has windows and ventilators the entire length of the building. The plant is equipped with overhead conveyors which have proven valuable labor savers. The building is of structural steel and reinforced concrete with an asbestos roof. Increasingly large quarters have been demanded by this business from time to time since its founding in 1889 by Peter Rathjens, a German sausagemaker who went to California in 1889.



**MODEL RETAIL MARKET IS PART OF SAUSAGE FACTORY.**

A retail market in which the products of the Rathjens Packing Co. are sold forms a part of the new plant of the company recently erected. In addition to the retail sale of its products in this store, the company operates 11 motor trucks distributing product for the wholesale end of its business in and around San Francisco. The sales area includes most of California.

branded, and where this is not practical we are working out a plan whereby labels will be attached, so that a customer getting a pound of sausage will be sure to have a Rathjen label included. We are also designing a handsome silver finish carton for holding our goods on the counter."

The company sells to restaurants, hotels, meat markets, delicatessens, etc.

#### Truck Drivers Are Salesmen.

Eleven motor trucks distribute the products in the vicinity of San Francisco, but the marketing area includes much of California. The trucks are of the latest type but are not refrigerated, as this is not needed because of climatic conditions and the short distances covered.

"All our drivers are salesmen; in fact, most of our employees have been with us for years," Mr. Rathjens said. "There are thirty-two in the organization, and the average term of service is seventeen years. Some have been here twenty years, and one man has a record of twenty-seven."

There is an inviting retail store in connection with the plant. Products are displayed in shining glass cases, and white tiling adds to the immaculate appearance.

The building includes offices, salesroom, factory and adequate storage facilities. It has an 80-foot frontage and is of structural steel and reinforced concrete, with an asbestos roof to make it absolutely fireproof.

Built in one span, it is unobstructed by posts, and windows and ventilators the entire length of the building make it light and airy. The whole plant is equipped with overhead tracking, elimi-

nating unnecessary handling of products.

There is a separate department for veal, and for pimento novelties and French head cheese.

"This company was built up by my father on quality and high standards," Mr. Rathjens said, "and we are trying to run it on those lines. We're always glad to show visitors how we manufacture the products they serve at their tables. This encouragement of the consuming public to get acquainted with our methods and products we find very helpful and profitable."

#### PACKER MEETS SITUATION.

(Continued from page 24.)

two packers mentioned were not represented in any independent store. This territory happened to be composed largely of foreign residents and their local dealers were of the same nationality, thus they were well able to hold the local trade, and no doubt do much more on their Easter products than the chains.

#### Secret Deals That Don't Pay.

And still another instance I would like to call to your attention. Our local packers neglected to note how cautious the independent has been in regard to his Easter requirements, placing his orders, etc.

It seems that one packer in particular had closed a deal with a chain group to supply Easter meats, and it so happened that this particular chain was only a grocery chain, with no meat departments, this being their first year handling smoked meats.

The arrangement between packer and

chain was that they were not going to let the fact be known that this chain had these hams on hand, and that no store was to display or quote prices until the Wednesday before Easter. This would enable the packer to get his product out to the independent before he was aware of this deal.

The plan might have worked out had not a competing chain started to display their Easter products and prices. Thus the new chain in the Easter meat business got panicky, ignored the agreement and immediately displayed the goods and prices about one week before agreed upon, and unfortunately for the packer, at a price which was the same as packer salesmen were trying to obtain from the independent dealer.

#### This Packer Was Boycotted.

What happened? The independents who had placed orders "saw fire," cancelled their orders, and the salesmen found it impossible to even approach the independents from that time on, not only on Easter meats, but on any of their products.

In many instances the salesmen were forced to cancel orders already in the house for the many other brands and products handled by this house. I dare say it will take them a long while to forget this and this particular packer won't get over the effects of this deal very soon.

These are just a few of the instances which are widening the space between independent and packer, and at the same time making better man of the independent in keeping him alert and on the job.

In view of the fact that the independent is finding a new way to get over the ground, and feels he now can hold his own without making any advances to the packer, is the packer going to find a way to go to him? It can be done, and why not?

#### What to Do About It?

The independent today is right in line with the best chains. He is going into the grocery business and making every effort to bring the old trade back to him by featuring specials, and above all giving the best quality obtainable at all times. This, plus service and personal contact, is surely going to put him where he belongs.

Surely the packer is not overlooking the fact that each day is bringing new and better thoughts to the independent. Is the packer going to remain as is, or is he going to make an effort to regain this lost friendship?

I would like to hear from others on this subject, and would be glad to exchange views with any one along this line which would bring a more friendly relationship between the packer and the independent merchant.

Yours truly,  
PROVISION DEALER.

## Swing of Hog Cycle Brings Canadian Packers Back to Same Old Problem

Canadian livestock and meat packing conditions have never been in a more interesting state for the economic student, if by "interesting" is meant the reversal of accepted tenets combined with more than usually uncertain outlook.

First there is the ceaseless hog problem. The hog "cycle" is the circle round which go the wheels within wheels!

After having been virtually out of the British export bacon market for more than two years, owing to a scarcity of hogs, packers find themselves threatened with a glut of hogs at a time when the export market is so demoralized by oversupplies from Denmark as to leave no hope of anything but difficulty there.

For fully five years the trend of hog production in Canada has been downward, and for the last two years the actual number has been barely sufficient, when the imports of pork and bacon are allowed for, to meet domestic consumption. A certain amount of export of Wiltshire sides to Great Britain has been done, totalling last year less than a regular week's supply to that market from Denmark alone. It is understood that "brand names" have been kept up, but the fact is that Canadian brands have almost vanished from the British importer's vocabulary.

### Canadian Export History.

Experience of the Canadian industry in the English bacon market in the last decade has been checkered. About ten years ago a strong and apparently united national drive was undertaken to put the hog industry on a firm foundation, based chiefly on the British market. Ruthless war was declared on the old type hogs on the farms of the East and West. American lard breeds then being pushed by aggressive advertising methods were especially combatted.

The southern English bacon trade and its demands, perhaps now better known as the Wiltside side, in which the Danish cooperatives have specialized, were taken as the standard for the new productive methods in Canada. This seems to have been done because the distribution of Canadian bacon for over 20 years prior to the war had centered in London rather than in Liverpool for the Midlands and North of England, where considerably heavier sides are in demand than for the Danish standards.

As this type of hog spread it was found that a considerable domestic taste was growing up for the products

of the lean hog of 180 lbs. to 220 lbs. In 1922, by the compulsory hog grading regulations the types and weights were formally adopted as embodying what the Departments of Agriculture, the breeders, producers and packers agreed to be the best for re-establishing the Dominion bacon trade in England, disrupted by war conditions. For some years the product also seemed effectively to have supplanted at home the older, fatter but more matured bacon, though the recent importations by chain stores and others suggest that the old demand has not quite gone out.

### Better Hog but No Trade.

In 1923 and 1924 bacon prices in England dropped drastically, owing to the "dead set" made by the Danes—which they appear to have repeated



GOOD BACON TYPES.

These well-finished bacon type hogs have been more popular in Canada than in the United States where the lard type has prevailed because of the plentiful supply of corn.

The No. 1 hog shown above is an especially good type. Each of these hogs was fed different grain ration, which had some influence on finish.

These lighter boned hogs which carry less fat than the lard type are becoming increasingly popular in the United States, also.

in the last six months. As a result Canadian hog prices dropped and production fell away to a low level. A good deal of comfort has been drawn from the fact that the type of hog is much better for the dual market than had been the case ten years ago. Type plus trade, of course, would have been better.

As is well known, packing plant capacity and staffs have been cut to meet the conditions, reducing overhead and duplication, both within the competitive limits of the industry generally and the plants themselves. The claim has all along been maintained that this adjustment would not prevent an extensive export trade if prices of hogs came down to a level to warrant it.

For the past four years hog prices have been far too high for competitive selling in England. With the present rush back into hogs of Canadian farmers, notably in the Western provinces where wheat growing, partly through poor seasons and partly through poorer management of the wheat pools, has proved unprofitable, the price of hogs within the next six months, it is feared, may be so low again as to discourage the new-comers and leave production in a national sense worse off than ever.

This possibility is embarrassing the promoters of "mixed farming" as a solution of the uneconomic dependence of the prairie provinces on wheat alone. There are some 250,000 farms in the three prairie provinces where mixed livestock might be practiced. But Eastern Canadian farmers, numbering some 350,000, are beginning to ask dubiously where they are going to sell their products, already difficult to dispose of on world markets, if a quarter of a million more competitors come in.

### Danes Have a Strangle Hold.

A still graver problem for the hog industry because fundamental in the present system is the new strangle-hold that Denmark has taken on the British market—one it did not have as late as 1926. In that year out of a total of 7,471,000 hundredweights of bacon imported into the United Kingdom, Denmark supplied 3,642,000 cwt. and Canada 863,000 cwt. In 1930, out of a total of 9,192,000 cwt. Denmark supplied 6,118,000 cwt. and Canada only 99,000 cwt.

In other words, while in that period the total bacon imports—and these do not include hams, in which the United States leads, nor fresh and frozen pork—increased by 1,721,000 cwt., the Danish share went up by 2,376,000 cwt. and the Canadian fell off 764,000 cwt. Put in another way, four years and a half ago there was theoretically a potential market overseas for some 200,000,000 lbs. of bacon which Den-

mark has now secured and seems quite able to hold against all comers.

If Canada again enters the British market with what is to all intents and purposes a secondary Danish product it will have to be in face of the entrenched opposition of the Danes' highly perfected producing and selling system. As a writer in an agricultural journal stated: "The cheap Danish bacon of excellent quality now obtainable on the English market is the best advertisement for Danish bacon in the future, and the strongest assurance that the public will ask for it when prices swing upwards."

#### British Bacon Market Future.

It is sometimes assumed that the British bacon market will in the next five years go on expanding as it has done in the last five. Events in the last six months, however, seem to disprove that possibility. The vast quantities of Danish bacon sent since last October have unquestionably shown that "saturation point" has been reached, at least for Danish style products.

What is puzzling Canadian producers is, first, that the enormous slaughter averaging some 120,000 hogs a week in Denmark as against an estimated 50,000 weekly in the Dominion comes from 5,000,000 hogs—only one million more than there are in Canada; and, secondly, the unexpected cheapness of feed available in the little Danish kingdom combined with the low cost of production.

The position in England today brings up again the question of whether Canada did not overlook a good bet when in 1922 those at the Ottawa conference looked only at the London market, the stronghold even then of Danish trade, and did not count also the Midland and North of England trades through Liverpool and Bristol where the demand is for a side from five to fifteen pounds heavier and somewhat more "blocky" than the southern English trade insists on. The steadiness of American trade in hams, and to a less degree in Cumberrals and boxed cuts, through the distributive network of the Liverpool Provision Trade Association membership may at least be cited.

#### Too Many Heavy Hogs.

What a relief it would be just now to the Canadian trade were there a market for Wiltshire sides just five to ten pounds heavier than can be cut from the 220 pound hog! For the immediate and daily bugbear of the packing industry is the large number of hogs coming on the markets which, while within the classes for the highest grades of select and bacon hog, are within an ounce or two of 230 lbs. The domestic trade is glutted with the

product and starved of the 180 pound hog product—which is the bottom limit of the Select grade.

Packers are endeavoring to bring about a ten-pound weight reduction of the grades and through the Joint Swine Committee have urged it on the Dominion government. An export market that has been so long neglected, and which is glutted with Danish bacon of that weight, offers no correction to the domestic problem. Of course, this is the outcome of the heavy feeding by farmers who have now a plethora of cheap feeds made available through the long-delayed release from holding of the coarse grain crops of 1928, 1929 and 1930. They try to make pork put profit into the grain bin.

#### Need of Meat Type Hog.

The writer, recalling a remark of a former president, Charles E. Herrick of the Institute of American Meat Packers, "Have you ever thought how quickly we could recapture the English trade the moment American hog prices get to a proper level," has often pondered over it now that the "meat type" of hog, which most nearly approaches the English Wiltshire side demand, is being so widely recognized in the States. The federal government study of the Wiltshire side reported in THE NATIONAL PROVISIONER of March 21 re-newed the thought.

Incidentally a recent report in an English agricultural journal stated that the British Merchandise Marks Act was being infringed by the use of the term "Wiltshire bacon" for "Wiltshire cut sides" of colonial and foreign origin and the claim made that Wiltshire bacon as the special product of an English county was not generic and therefore was subject to trade mark protection. In case it should be decided to advertise Canadian bacon in England with or without government backing, it might be well to adhere to the term "Canadian" for national purposes, as the Danes do to "Danish."

#### The Cattle Situation.

In cattle the Canadian producer is also much hampered by the lack of what he used to look upon as an established market in the United States. When the British "embargo" was lifted nine years ago a fair trade overseas in live cattle was started but very soon more attractive prices on the American side of the border once again, as many times in the last thirty years, proved a stronger magnet and the ocean trade went overboard. Since last June the new tariff has virtually put an end to cattle and calf export to the States while the British market has to be built up anew. It is anyone's guess which way that trade may eventually go.

#### ROAD SAVES PACKERS 24 HOURS.

A saving of approximately 24 hours in the time required to ship livestock from Omaha and Sioux City to points east of Chicago has been made possible by the latest schedule of the Chicago & Northwestern Railroad. This schedule contemplates leaving Omaha and Sioux City shortly after 5:00 p. m. Arriving at Calumet Park, Chicago, the stock is fed in the cars and goes East from there the same day. This 24-hour saving means better yields and lower mortality losses.

#### Chain Meat Stores

*News and Views in This New Field of Meat Distribution.*

#### NEW VOLUNTARY CHAIN.

A new voluntary grocery chain has been organized in Baltimore, Md., known as the Oriole Stores. The new group is unlike other voluntary chain organizations in that it is not sponsored by any one wholesaler, but by three, all of Baltimore. These companies will aid the retailers by giving uniform prices on specials each week, and furnishing advertising aids such as window cards, circulars, and newspaper and radio advertising.

#### CHAIN STORE NOTES.

The Great Atlantic & Pacific Tea Co. reports an increase of 11 per cent in tonnage sales for the four week period ended March 28, 1931, although the dollar volume for the period was 1.5 per cent off compared with last year. Total sales amounted to \$82,718,571, compared with \$83,975,552 for the corresponding period in 1930. Tonnage sales were 435,292, compared with 391,987 last year.

Kroger Grocery & Baking reports sales of \$20,342,167 for the four weeks ended March 28, 1931, in comparison with \$20,719,495 for the same period in 1930, a decrease of 1.8 per cent. For the twelve weeks ended March 28, the company reports sales of \$59,080,265 against \$62,212,783 in the like period last year.

Grand Union sales for the thirteen weeks ended April 4 amounted to \$8,591,933, compared with \$8,842,067 for the corresponding period last year, a decrease of 2.8 per cent.

National Tea reports March sales totaling \$6,507,075, against \$7,648,843 in March, 1930.

Dominion Stores, Ltd., report sales for the four weeks ended March 28, 1931, amounting to \$1,907,972, compared with \$1,928,204 for the same period in 1930, a decrease of 1.05 per cent. For the three months ended March 28, sales totaled \$6,244,397, against \$6,058,597, a 3 per cent increase.

Safeway Stores March sales totaled \$17,262,794, compared with \$19,062,112 in March, 1930. Sales for the three months ended March amounted to \$50,705,905, compared with \$54,504,422 in the first quarter of 1930.

MacMarr Stores, Inc., report March sales totaling \$6,483,831, against \$7,642,386 for March, 1930. For the first quarter of 1931, sales amounted to \$18,916,722, compared with \$21,634,416 for the corresponding period last year.

#### GENERAL FOODS EARNINGS.

Net profit of General Foods Corporation during the quarter ended March 31, 1931, approximated \$5,300,000, after charges and federal taxes. This compares with net profit of \$5,990,764 during the first quarter of 1930.

Watch the Wanted page for bargains.

## EDITORIAL

### *Stock Gambling Touts and Business*

Business is beginning to protest at the activities of so-called "statistical services" whose main function is to advise the in-and-out stock investor as to where he can make the most money. They peddle their prophecies on the state of a given industry and the stock of specified companies within that industry, and the industry usually suffers accordingly.

Whether they predict rightly or wrongly, their predictions do not help. If they are favorable, prices of stocks may rise beyond their intrinsic value. If unfavorable, they depress actual values at a time when help is needed most.

An outstanding example is to be found in recent advice of a statistical service "organized 24 years to distribute investment information."

This service points out that there is little justification for acquiring meat packing stocks at this time, when favorable opportunities are presented for the purchase of shares in other industries which should more directly reflect general business recovery. It is then recommended attention be directed to utilities, food or cigarette stocks.

Turning to an analysis of the stocks of individual companies, similar recommendations are made. Clients who have been holding given stocks for income purposes are advised to consider taking the moderate profit the market now offers on these stocks and reinvesting the proceeds in recommended issues in other groups, which it is claimed present more clearly defined possibilities for appreciation over the next 12 to 18 months.

Thus the speculator is advised at the expense of the industry involved. What every business needs is investors, not speculators; friends, not enemies. People should put their money in a business because they believe in it and in the men running it. And they should stay by such a business when earnings are low as well as when they are high, if they expect it to continue to pay them dividends.

There always have been and there always will be periods when earnings will be down, possibly losses suffered, as no business can guarantee to run on indefinitely and make comfortable earnings. Surpluses are built up to take care of such periods, and the investor's money is protected.

These market prognosticators and their following appear to add to the depression in times of economic upsets, and to encourage inflation in times of prosperity. They have little of the sta-

bilizing influence so desirable in developing a solid foundation for industry and business.

How much thought have industrial leaders given to the detrimental influence of such activities and to means of overcoming them?

### *Learn How to Play the Game Right*

It is said of the true sportsman that he does not pray that his opponent will play worse, but that he himself will play better.

So it is in the packing industry. No packer hopes for a less fortunate position for his competitor, but rather for a stronger position for himself. Some recent facts, however, would seem to indicate that a great many packers have not been ambitious for themselves, but have taken the easiest way in a difficult market.

This impression is given by such facts as these, for example: At Chicago the average price of hogs during March, 1931, was \$2.75 less than the average for March, 1930; 10/14 green hams were \$7.27 less; 8/10 loins, \$7.46 less; 12/15 loins, \$7.00 less; green shoulders, \$5.65 less; 12/14 No. 1 regular smoked hams, \$5.75 less; 6/8 smoked dry cure bacon, \$3.25 less; 8/10 smoked dry cure bacon, \$3.87 less; 4/8 smoked picnics, \$5.19 less; refined lard in hardwood tubs, \$2.12 less. Lard substitute in hardwood tubs was only \$1.88 less.

A leader in a highly competitive field outside the food industry said a short time ago that depressed wholesale price levels are due to inefficiency through price-cutting rather than to inadequate demand. While this is not entirely true in the meat industry, there seems little question that a part of the depressed price situation can be attributed to causes which he lists as follows:

Each enterprise views its own production capacity and drives ahead to get all the business it can, and to get it first. Then it tries to force its production on the market, regardless of demand.

If one producer sells on time for the cash price, another will meet the competition. Or, if one manufacturer sells the consumer at the wholesale price, his competitor follows. If one underbids another even to the extent of selling below cost, the first offers a still lower price.

Such practices as these have existed in the meat industry for a long time, but during the period of slowed-up demand they have become even more general. They can be dispensed with and replaced by more careful production and merchandising practices, each concern adjusting its business to meet the general economic situation.

The meat industry has been going through, and is still in, a period when more packers must learn how to "play better."

# Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

## Skinless Frankfurts

An Eastern sausagemaker asks for instructions for the manufacture of skinless frankfurts. He says:

Editor The National Provisioner:

Can you send us operating details and instructions for the manufacture of skinless frankfurts? By skinless frankfurts we refer to franks stuffed in artificial casings and then skinned before they are sold.

The manufacturers of the only artificial casing on the market give the following instructions for the manufacture of a fancy frankfurt which when peeled is of a quality and consistency to make it eligible to the use of the trade term "NoJax." Somewhat less expensive formulas are also available for the manufacture of this trade marked product.

The ideal base for the manufacture of this frankfurt is bull meat. Prepared as follows, it is said by the authors of the formula to produce a frankfurt which will skin perfectly, will resist the formation of slime for upward of 72 hours, and will be palatable and popular. The bull meat will absorb large quantities of water and fat pork trimmings, because it is a very dry meat, and will give a good yield.

Cut 100 lbs. of cold bull meat coarse, using the 1 in. plate of the enterprise hasher. Then put in the mixer with the following curing ingredients:

3 lbs. salt  
8 oz. sugar  
3 oz. saltpeter.

After the meat and curing materials are thoroughly mixed, put in tierces and store in a cooler at 36 to 40 degs. F. for from 6 to 10 days. On the day of stuffing take out and put in the silent cutter, adding as much cracked ice and water as the meat will absorb. Cut well and add the seasoning. Where a highly seasoned frankfurt is desired, the following spices are recommended for each 100 lbs. of meat:

5 oz. ground nutmeg  
5 oz. ground coriander  
2 oz. ground mustard  
9 oz. ground white pepper  
11 oz. sugar.

### Liquid or Dry Seasoning.

There are certain prepared liquid as well as prepared dry seasoning on the market for frankfurts. These have been found to give excellent results where manufacturers want to be certain of just the right blend and proportion of each ingredient of the seasoning mixture.

While the ground beef and seasoning are still in the silent cutter add 60

lbs. of cured pork trimmings. After the mixture has been reduced to the desired consistency, the product is ready for stuffing.

In curing pork trimmings for this purpose use for each 100 lbs. of meat

2½ lbs. salt  
6 oz. sugar  
2½ oz. saltpeter.

Put the trimmings and the curing mixture, well mixed, into the cooler over night at 36 to 40 degs. F. The next morning put through the enterprise coarsest plate. Set back in the cooler for 24 hours, when the pork is ready to mix with the bull meat as outlined above.

Where hot bull beef is available it should be used, as this hot meat has even greater powers of absorption than the cold meat, resulting in a still better yield.

### Using Hot Meat.

To 100 lbs. of hot bull meat cut fine

in the enterprise hasher, add 30 lbs. of crushed ice. Then transfer to the silent cutter and add the following curing ingredients:

3½ lbs. salt  
8 oz. sugar  
¼ oz. nitrite and 3 oz. saltpeter  
mixed together and dissolved  
in water.

In this combination of nitrite and salt-peter, great care should be taken to see that not more than ¼ oz. of nitrite is used to each 100 lbs. of meat.

The meat is then put into the cooler at a temperature of 36 to 40 degs. F. in shallow pans which will hold 80 to 100 lbs. each, and held not less than 2 days nor more than 4 days.

On the day the product is manufactured, put the meat in the silent cutter, adding 10 to 15 lbs. of crushed ice to each 100 lbs. of meat.

The same quantities of spices and pork are used in the manufacture of the product with hot bull meat as with cold bull meat.

Care should be used throughout to see that the meats are kept cool until used.

### Do Not Use "Short" Meat.

No "short" meat should be used in the manufacture of this product. Short meat is beef which has been improperly cured, or is tainted, or has been burned in either the silent cutter or chopper by lack of sufficient ice or dull knives. Such meat has lost its absorptive and binding qualities so that any frankfurts made with it will show a tendency to excessive shrinkage, rapid sliming and moulding, and have a tendency to form fat and water pockets. The latter are particularly objectionable in the product that is to be peeled.

The frankfurts are smoked in a cool, dense smoke, at a temperature of 130 degs. F. for 30 to 45 minutes. They are then transferred to hot smoke, 200 degs. F., for 15 to 30 minutes additional.

The product is next cooked in the usual way at 160 to 170 degs. F. It is then put under the shower, but it is recommended that some heat be left in the frankfurt to insure thorough drying. The frankfurts are then hung in the cooler overnight.

In skinning, the franks are first cut apart, one end of the skin is then un-twisted, the skin is gently ripped and drawn down and off.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

## Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

The article which ran in THE NATIONAL PROVISIONER on "Short Form Smoked Meat Tests" has been reprinted and may be had by subscribers by sending in the attached coupon, together with a 2c stamp.

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Short Form Smoked Meat Tests." I am a subscriber to THE NATIONAL PROVISIONER.

Name .....

Street .....

City .....

Enclosed find 2-cent stamp.

## Making Curing Pickle

How much sodium nitrate and sugar and what salt solution should be used in making nice mild hams and bellies? A packer who is not satisfied with his cure says:

Editor The National Provisioner:

We are not getting just the kind of cured hams and bellies that we want and believe that our curing solutions are not right. Will you please tell us the amount of sugar and sodium nitrate to use in a 500-gal. tank of curing pickle, also what strength solution should we have. Also please tell us what quantities to use in making up 100 gals. of pumping pickle. Is this the same as the curing pickle? We have been using given amounts of sugar and saltpeter and then adding enough salt to make the solution 80 deg. strength.

We find that some packers are using a great deal more sodium nitrate and sugar than we do, especially in their pumping pickle.

For a nice mild cured ham or belly the following formula is suggested for the preparation of 100 gallons of pickle for curing or cover pickle as this is commonly called:

Sugar per 100 gals. pickle 10 to 20 lbs.  
Sodium nitrate per 100 gals. pickle 4 lbs.

Salt as required to make strength of 70 to 75 degs. on standard salometer at 35 to 38 degs. temperature.

If potassium nitrate is used instead of sodium nitrate, the proportion should be 5 lbs. to each 100 gals. of pickle, as this product is not so strong as sodium nitrate.

In making up a 500 gal. tank, use five times the sugar and nitrate suggested above.

For pumping pickle the following quantities of these ingredients are recommended:

Sugar per 100 gals. 20 lbs.  
Sodium nitrate per 100 gals. 8 lbs.  
This pickle has the same salt strength as the cover pickle.

The federal meat inspection regulations prohibit the use of more than 10 lbs. of sodium nitrate in pumping pickle, and while there is no limit placed on the quantity of this ingredient in cover pickle, the use of such large quantities is not advocated.

Any packer using over 10 lbs. of sodium nitrate or refined nitrate of soda as it is sometimes called in pumping pickle is doing so in violation of federal regulations.

However, the quantity of nitrate and sugar used in these formulas varies in practically every plant in the country. The suggestions given above for both cover and pumping pickle should produce a very nice mild ham or belly provided the product is pulled at cured age. Should it be necessary to back-pack such product, it will of course not be so mild as the product which is smoked as soon as it is fully cured.

Watch the Wanted page for bargains.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### BUSHINGS QUICKLY MADE.

By W. F. Schaphorst, M.E.

When standard bushings are unavailable and one is needed there usually is a way to make one that will serve the purpose. This is one of the advantages of mechanical drive.

Babbitt and lead often lend themselves to an occasion of this kind better than anything else. Every mechanic should know how to babbitt a bearing.

To apply a babbitt or lead bushing, all that is necessary is to support the pulley in any convenient way so that

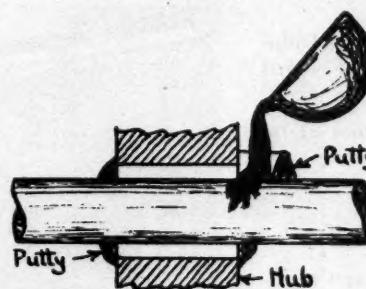


Fig. 1

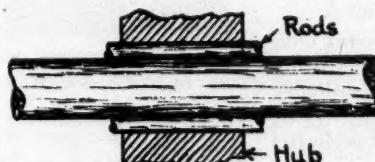


Fig. 2

**REPAIRING BEARINGS.**  
Fig. 1.—Babbitting a bearing in the usual manner. Fig. 2.—Bushing made with rods of the required size.

it is in its correct position around the shaft. That is, it must be concentric. Then by means of putty or any other suitable material, build dams around the openings and arrange the mould so that the metal can be poured. The method is so obvious that detailed explanation is unnecessary. Then pour

### Does This Happen

#### In Your Plant?

Nosing around the plant, this is what an observer saw:

*Shackling a hog on the leg farthest away from the hoist, instead of the one nearest.*

Another thing the observer saw will be told here next week. **Are you among the guilty?**

the metal about as indicated in Fig. 1. That's all there is to it.

For split pulleys, if the bushing must be exactly one-eighth inch thick, or a quarter inch, use round iron rods an eighth or quarter inch in diameter. Cut the rods to a length slightly greater than the length of the pulley hub, and use them for bushings, placing them side by side to fill the entire space between the shaft and pulley as shown in Fig. 2.

Square stock is better than round stock for this purpose, because the round pieces will act like rollers in a roller bearing if the pulley is not bolted up sufficiently tight to prevent such motion. For this reason rough round pieces are better than smooth. Use a square or rectangular stock in preference to the round if you have the former.

Sometimes the quickest way is to use strips of hardwood laid side by side around the interior of the pulley, just as explained above for the rods. Wood is more easily reduced to the proper size than metal. Where there is ample contact surface between the pulley and shaft, wood generally serves the purpose just as well as metal.

### NEUTRAL LARD FOR EXPORT.

At least one exporting packer, and doubtless many others, make just as high quality neutral lard for export as for use in the domestic trade. Attention to this fact is called by the export manager of one large packer, who says: Editor THE NATIONAL PROVISIONER:

In the issue of THE NATIONAL PROVISIONER of March 21st there is an article entitled "Making Neutral Lard," which contains the following statement:

"It finds a market in this country among margarine makers and to a certain extent in the export trade. The export product, which is not regarded as of quite as high quality as that produced for domestic use, is made almost entirely of back fat."

We wish to take exception to this statement. Choice neutral lard for export is of exactly the same quality as used by the domestic manufacturers of margarine and is made of 100 per cent pure leaf. The writer thinks that practically all the neutral lard exported, amounting to 13,531,000 lbs. last year, consisted of choice neutral lard.

When neutral lard was high in price, small quantities of imitation, or No. 2 neutral, used to be made, largely out of back fat, but as far as this company is concerned, we have not sold or made a single tierce of No. 2 neutral for many years.

Yours truly,  
The Cudahy Packing Co.  
George Marples.

### 1930 BRAZIL MEAT EXPORTS.

Exports of meat and meat products from Brazil during 1930 and 1929 are reported by the U. S. Department of Commerce:

	1930.	1929.
	Tons.	Tons.
Lard	447	389
Preserved meat	6,006	5,835
Frozen and chilled meat	113,116	79,542
Tallow	2,374	411
Jerked beef	3,646	3,613

# A Better Way to Use Refrigeration IN THE PACKING HOUSE

★

**COLD DIFFUSION, the new method of applied refrigeration, is less expensive . . . gives uniform temperatures . . . and saves space**

HERE'S a place in your plant for Cold Diffusion. No meat refrigeration system ever offered quite so much. Here's what it gives:

*More positive and effective circulation of refrigerated air.*

*More uniform distribution of cold.*

*More sanitary storage conditions.*

*More storage space for products.*

The Cold Diffuser quickly provides and maintains the desired refrigerating effect by sending an active, yet gentle stream of cold air into every corner of the storage or process room. All your products—whether they are near the floor or ceiling—get the same uniform degree of cooling temperature. What's more, this improved refrigerating system shows substantial savings over ordinary coil or bunker methods.

The Cold Diffuser was designed and perfected by engineers who have had a quarter century of experience in applied refrigeration and air distribution, and represents an outstanding advance in applied refrigeration application of unit cooling to the meat industry.

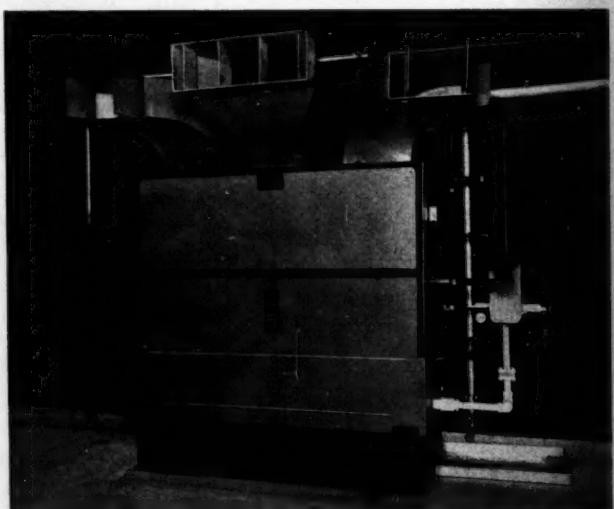
Let us show you why a complete Cold Diffusing System, consisting of Cold Diffusers and Brunswick-Kroeschell refrigeration machinery, has a very definite place in your plant. Or how Cold Diffusers alone may be easily connected to your present refrigerating equipment.

We should like to help you take advantage of this important advance in applied refrigeration. Drop us a line at our New Brunswick Office and we'll be glad to tell you more about Cold Diffusion.

Brunswick-Kroeschell Company, a Division of Carrier Corporation. New Brunswick, New Jersey, and Chicago, Illinois.



UNIFORM COLD is maintained in every part of this sausage room with a Carrier B-K Cold Diffuser.



HERE IS THE CARRIER B-K COLD DIFFUSER... It can be used with your present refrigerating system or obtained complete with Brunswick-Kroeschell refrigeration.

**Carrier**  
**Brunswick-Kroeschell**  
**COLD DIFFUSER**

# Refrigeration and Frozen Foods

## Better Showcase Results Fogging of Front Glass Prevented By Third Compartment

When quick-frozen meats were first placed on the market some meat merchandisers believed much of the retail selling of this product would have to be done out of the display section of the showcase.

Because the product was new, and one with which housewives had had no experience, it was thought they would desire particular packages that had taken their fancy.

Early low temperature showcase design took this opinion into consideration and provided two main service features—display and storage.

But as experience in merchandising quick-frozen meats accumulated it was found that it was only the occasional housewife who asked for a particular package from the display. It is now quite generally realized that, so far as serving customers is concerned, the display section of the case need not be disturbed.

In one respect, at least, appreciation of the fact that service need not be from the display section has simplified low temperature showcase design.

Entrance of warm air into the display section of the case when service doors were opened, and consequent "fogging" and condensation of moisture on the glass have been troublesome features, and difficult to cope with.

The obvious remedy is to prevent access of warm air to the display. And in the newer designs of low temperature cases on the market this is just what is being done.

### Display, Service and Storage in Separate Sections.

Various means are being taken to segregate the display section from the remainder of the case, the trend being to provide a service section in addition to display and storage.

One such case is shown in section in the accompanying illustration. Here excellent display has been secured by the use of an adjustable shelf in the upper compartment, which is practically cut off from the service and storage sections.

The service section—that portion of the case from which the customer receives her purchases—is located immediately below the display compartment and is reached through lift door in the rear. The door has been placed to bring it above the level of extreme cold air, in order to keep refrigeration losses at a minimum when the doors are opened.

Separation of the display and service sections is made by a sliding partition, by means of which the warm air and moisture are kept out of the display. The display section is also reached through the lift doors at the rear.

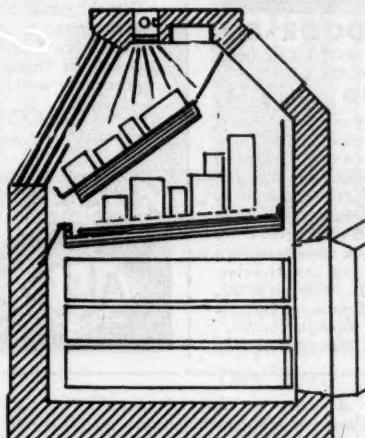
Storage in this case is at the bottom, the storage section being provided with sliding drawers of wire mesh. This feature is also designed to facilitate

quick service. When a drawer in this storage compartment is opened a shutter in the cold air duct is automatically closed. This feature is also provided to prevent refrigeration losses and to reduce the amount of cold air reaching the coils.

### Air Travel and Speed Held at Minimum.

Many other refinements in design have also been included in this case. Among these are the manner in which the indirect lighting has been installed and the location of the coils to keep distance and speed of air travel at a minimum.

The electric globes are installed in recessed sections in the top of the case, and insulated from the interior by three layers of glass with air spaces between.



SERVICE SECTION FEATURES NEW CASE.

Three sections—display, service and storage—are provided in the new designs of Oreole low temperature showcases. Display is separated from service and storage compartments by sliding partitions. The storage section is provided with drawers of wire mesh to facilitate handling of the merchandise. A shutter in the cold air duct is closed automatically when the door of the storage compartment is opened. The case is a product of Ottenheimer Bros., Baltimore, Md.

Removable ventilators above the light remove the heat and provide a means to reach the globes.

Refrigeration is by plate coils. One plate is installed under the shelf in the display section, one under the shelf in the service section and one at each end of the case above the service section. The coil under the service shelf cools the storage section.

### FROZEN FOOD NOTES.

Fairmont Canning Co., Fairmont, Minn., has registered the word "Frigidites" as a trade mark for frozen fresh peas.

Tom Houston Frozen Foods, Inc., Montezuma, Ga., freezers of fresh peaches and orange juice, have placed an order for 150 two-hole Frigidaire ice-cream cabinets for installation in retail outlets for the sale of their products. This is the second large order for these cabinets placed by this company, the former being for 100 cabinets.

### MORE HARD-FROZEN MEATS.

Sales of Sally Lee "frigid meats," a quick-frozen product of the Indianapolis Abattoir Co., Indianapolis, Ind., which heretofore have been confined to Muncie, Ind., are now being made in a number of the smaller towns within a radius of 25 miles of Indianapolis and several of the larger cities at a greater distance, including Lafayette, Anderson, Lebanon, Newcastle and Connersville.

In Muncie the meats were stored in the retail outlets in cabinets refrigerated with solid carbon dioxide. These had no display features. The use of these cabinets has been discontinued and they have been replaced with mechanically-refrigerated units. These also have no display. They are being furnished to the retailers by the Indianapolis Abattoir Co. on a rental basis, the understanding being that no products other than Sally Lee meats will be stored in them.

The Indianapolis Abattoir Co. is freezing steaks, roasts, boiling meat, sausage, liver, sweetbreads, and other cuts in two grades—Premier and Standard. The former is the better grade.

### REFRIGERATION NOTES.

Cold storage Holding Co., Marion, N. Y., has increased its capital from 6,220 shares to 8,820 shares of no par value, with the exception of 6,320 shares of \$100 par.

McMechan Ice & Cold Storage, Wheeling, W. Va., has been purchased by H. L. Bauer, president of the company.

Ward Ice Industries, Fort Smith, Ark., has purchased the Bentonville Ice & Cold Storage plant, Bentonville, Ark.

R. B. Whitaker & Son has purchased the plant of the Dixie Ice & Cold Storage Co., Millville, N. J.

Carl Mellor has constructed an addition, including cold storage, to his packing plant in Beaumont, Calif.

A modern cold storage plant will be erected in Milton, Fla., by the Gulf Power Co., to replace the one destroyed recently by fire.

A cold storage plant in Santa Monica, Calif., is planned by the Santa Monica Ice Co.

Binn Bros., Milwaukee, Ore., will erect a cold storage plant.

J. E. Shearer, Hebron, Neb., is constructing an ice manufacturing and cold storage plant.

A cold storage addition to the plant of the Central Power & Light Co., Eagle Lake, Tex., is being planned.

Washington Canners Cooperative Association, Vancouver, Wash., is planning the construction of a cold storage warehouse to cost about \$75,000.

B. C. Leonardt of the Goliad Packing Co., Dallas, Tex., probably will erect a cold storage plant.

Villa Park Orchards Association, Villa Park, Calif., is investigating the possibilities of erecting a cold storage plant.



Engineers tested it for the equivalent of 85 years of service, and did not wear it out. Its extra sturdiness is one of the many reasons why the Jamison Door is not "Just another cold storage door." It is better!

Write for catalog

**JAMISON COLD STORAGE DOOR CO.**  
CONSOLIDATING JAMISON COLD STORAGE DOOR CO., INC.  
AND STEVENSON COLD STORAGE DOOR CO.

HAGERSTOWN, MARYLAND, U.S.A.

**Jamison & Stevenson**  
*Cold Storage*  
**Doors**



Branches, Chicago, New York, St. Louis, Chester, Pa. For Southern Representative address Hagerstown, Md. Gay Engineering Co., San Francisco and Los Angeles. D. E. Fryer & Co., Seattle and Spokane. Foreign: London, Honolulu, Japan.

#### A GATE OF ICE.

Even on the hottest days a gate of ice in ornamental architectural style may welcome visitors to the refrigeration exhibit of the Chicago Century of Progress to be held in 1933, according to a recommendation of the mechanical engineering division of the National Research Council Science Advisory Committee, which is cooperating with the exposition authorities in the planning of the science exhibits.

This gate would be constructed of piping with ornamental hollow iron spheres or other shapes connected with piping. Through this entire structure will circulate cold brine so that the whole gateway will be frosted over and present the appearance of being made of ice.

Another exhibit proposed will contrast natural and artificial ice. Natural ice will be represented by an ice harvesting scene in miniature. A small lake of translucent or opaque glass to represent ice will be shown. On this will be small wax figures of the men and implements employed in cutting and hauling the ice into the ice house.

Artificial ice will be portrayed through a miniature model of an artificial ice plant, complete with all the refrigerating machinery. A small insulated storehouse, with one side cut away, will show the blocks of clear transparent ice stored there. Signs near these exhibits will point out to the visitors the difference between natural and artificial ice, with special reference to purity and bacteria content.

Refrigeration of food will be an important part of the exhibit. "The refrigerator car," the report of the refrigeration committee states, "gave us our first escape from the tin can. Necessity of feeding people in cities had great influence on need for preserving food before marketing."

It is suggested that the refrigeration of food exhibit should be represented by a complete panorama of the fish industry from the catching of the fish to its final destination in the home refrigerator. Models would represent each step—the fishing boat, the fish pier, washing and preparing fillets, packing, freezing, storage freezing chambers, a refrigerator car, a large cold storage plant, and the refrigeration of a retail store.

**"United's Service"**

provides  
economical and efficient  
COLD STORAGE  
ROOMS

**CRESCENT**  
**CORK**  
**INSULATION**

Get our proposal and  
specifications on your next job

**UNITED CORK COMPANIES**  
Lyndhurst, N.J.

Main Office  
Factory

Branch Offices in  
Principal Cities



Has your  
refrigerating plant  
any of the follow-  
ing symptoms?

1. Are some of your coils without frost?
2. Does frost accumulate on suction line back to compressor?
3. Does your machine labor hard, and is it noisy when first started?
4. Do you have difficulty in maintaining desired temperatures?
5. Does your ice machine run longer than it should?

Check your plant; if it shows any of the above symptoms it is not as efficient as it should be. The Alco Liquid Control Valve will eliminate any or all of these troubles. Consult a competent engineer or write us for details.

**ALCO VALVE COMPANY, INC.**

Factory: 2637 Big Bend Blvd., Maplewood Branch P. O.  
St. Louis, U. S. A.

West Coast Representatives  
Pacific Scientific Company  
Los Angeles—San Francisco

Eastern Office  
433 East Montana Ave.  
Philadelphia, Pa.



Manufacturers of Constant  
Pressure Type Expansion  
Valves, Thermo Valves, High  
Pressure Float Valves, Liquid  
Magnetic Stop Valves and Suc-  
tion Line Stop Valves.

**Soak—wipe—rinse**

That is all there is to cleaning viscera tables, ham boilers and other equipment when Meat Packers' Oakite is used. Grease, dried-on blood and other dirt come off with little or no hand scrubbing. The time and effort saved effect real reductions in cleaning costs. Write for booklet.

Manufactured only by  
**OAKITE PRODUCTS, INC.**  
20A Thames Street  
New York, N. Y.

**OAKITE**  
Industrial Cleaning Materials and Methods

# on all 3 counts

ONE THIRD GREATER  
INSULATING  
VALUE

CORK  
BOARD  
**3.2**

DRY  
ZERO  
**4.2**

ONE HALF THE  
MOISTURE  
ABSORPTION

DRY  
ZERO  
**14**

ONE SIXTH THE  
WEIGHT

CORK  
BOARD  
**10**

DRY  
ZERO  
**1.6**

**ON ALL THREE COUNTS . . . DRY-ZERO LEADS**

Charts are from tests conducted by Armour Institute, U. S. Bureau of Standards, and State Universities. Details on request.

You look for three chief things in the insulation for your truck bodies—insulating value, minimum moisture absorption and *light weight*.

Dry-Zero is only one-sixth as heavy as other so-called "light-weight" insulations. It has twice the resistance to absorption of water vapor, and one-third greater insulating value. It leads on all three counts, and gives more insulating value per dollar than any other material.

Millions of square feet of Dry-Zero have

been used in the past five years in railroad refrigerator cars, where it has shown its unusual durability and efficiency.

Dry-Zero insulated truck bodies have rolled up millions of miles in the service of leading provisioners, including such firms as Armour, Cudahy Bros., Hormel, Hy-grade, Kingan, Oscar Mayer, Swift, Wilson and dozens of others.

Write for the "Dry-Zero Plan Book" giving detailed plans for building efficient insulated truck bodies. Sent free, and without obligation.



This attractive body 12' long x 6' wide x 5' high was designed and built by Procter Keefe Body Corp., Detroit, for the Home Packing Co. of Toledo, Ohio. It is insulated with 4" Dry Zero. The truck is a Relay.

**DRY-ZERO CORPORATION, Merchandise Mart, Chicago, Illinois**

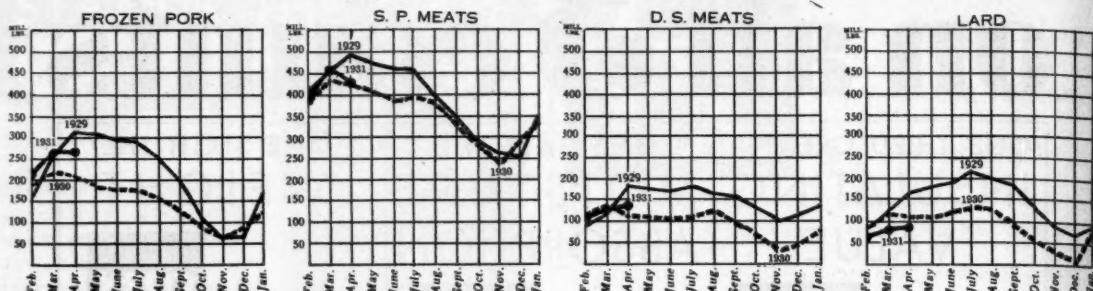
Canadian Office—465 Parliament St., Toronto

# DRY-ZERO

THE MOST EFFICIENT COMMERCIAL INSULANT KNOWN

## STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1929 BY THE NATIONAL PROVISIONER INC.

This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stocks of pork meats and lard during the first quarter of 1931, compared with those of one and two years ago.

In general the position of storage stocks is good. In the case of meat they are higher than those of a year ago, but lard stocks are considerably lower. During the first six months of the crop year beginning October 1, 1931, there were slaughtered 322,333 more hogs than in the same period a year earlier, nearly a million more lambs but about 140,000 fewer cattle. This applied only to slaughter under federal inspection.

There appears much reason to believe that farm and local slaughter was larger in an effort to effect economies or to avoid the expenditure of actual cash on the part of farmers. This influenced the outlet for meat from federal inspected slaughter.

About two and one-half million pounds more pork went into the freezer during March than in March, 1930, 10,000,000 lbs. more meat into dry salt cure and about 5,000,000 more into pickle cure. Much of the time during the previous year stocks of all meat were unusually low, and this situation makes the 1931 stocks appear larger than they are relatively. In all cases the stocks are well under those of 1929, when consumer buying power was very high.

The position of storage stocks, not only in relation to one and two years ago but to the five-year average, is good. At the lower prices at which meat and livestock are moving, demand is fairly good and there seems every reason to believe that with the approach of summer and the decline in hog marketings a seasonally better price situation can be expected. While the packer's raw material costs have declined, his processing, carrying charges and distribution costs have not accompanied the downward trend. This is one of his real problems.

## LARD AND GREASE EXPORTS.

Exports of lard from New York City, April 1 to Apr. 15, 1931, totaled 12,525,730 lbs.; tallow, 220,000 lbs.; greases, 1,064,000 lbs.; stearine, none.

## MEAT AND LARD STOCKS.

Stocks of meats and lard on hand April 1, 1931, in cold storage warehouses and meat plants in the United States are reported as follows by the U. S. Bureau of Agricultural Economics:

	Apr. 1, '31	Mar. 1, '31	Apr. 1, '29
	Lbs.	Lbs.	Lbs.
Beef, frozen	41,587,000	47,334,000	51,382,000
In cure	8,516,000	10,283,000	10,400,000
Cured	5,990,000	6,000,000	124,000
Pork, frozen	266,590,000	271,068,000	288,512,000
D. S. in cure	71,063,000	73,090,000	72,105,000
D. S. cured	70,181,000	58,188,000	77,539,000
S. P. in cure	243,592,000	250,795,000	252,220,000
S. P. cured	189,107,000	193,247,000	177,169,000
Lamb and Mutton			
frozen	3,068,000	3,573,000	3,553,000
Misc. Meats	82,346,000	92,744,000	72,859,000
Lard	78,456,000	74,977,000	126,836,000

	Product placed in cure during:	Mar. 1931	Mar. 1930
Pork frozen		50,954,000	48,459,000
D. S. pork placed in cure		64,016,000	54,876,000
S. P. pork placed in cure		156,368,000	151,376,000

## FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on April 1, 1931, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Apr. 1, 1931	Apr. 1, 1930	5-yr. av. M lbs.
	M lbs.	M lbs.	M lbs.
Broilers	8,875	15,631	11,702
Fryers	6,218	9,918	6,768
Roasters	20,459	28,924	26,418
Poults	14,744	13,337	11,223
Turkeys	6,335	13,000	10,620
Miscellaneous	13,326	24,888	20,354

## PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on April 1, 1931, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Apr. 1, 1931	Apr. 1, 1930	Apr. 1, 1929	5-yr. av. M lbs.
	M lbs.	M lbs.	M lbs.	M lbs.
Butter, creamy	18,025	30,556	12,448	
Cheese, American	41,866	41,922	38,430	
Cheese, Swiss	7,276	6,608	5,979	
Cheese, brick and Munster	373	974	1,160	
Cheese, Limburger	330	716	954	
Cheese, all other	4,454	5,123	4,062	
Eggs, case	1,860	2,231	1,323	
Eggs, frozen	77,491	49,751	34,840	

## DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended April 11, 1931, amounted to 6,997 metric tons, compared with 6,358 metric tons last week, and 5,476 metric tons for the corresponding week of 1930.

Watch the Wanted page for bargains.

## STOCKS IN COLD STORAGE.

The figures for storage stocks on which the chart on this page is based, are as follows:

	1928.	Frozen	S. P.	D. S.	pork.	pork.	pork.	Land.
	Lbs. (000 omitted).	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
Jan.	165,221	370,442	119,487	88,780				
Feb.	265,709	460,206	150,769	121,561				
Mar.	222,543	496,473	177,587	134,755				
Apr.	322,403	496,322	175,813	134,568				
May	306,961	480,069	178,682	137,500				
June	289,825	458,875	160,603	128,760				
July	285,720	452,342	174,969	144,466				
Aug.	245,714	466,998	164,473	134,520				
Sept.	174,206	352,630	155,990	128,238				
Oct.	168,749	282,553	125,904	128,810				
Nov.	66,046	204,317	101,173	52,453				
Dec.	66,584	293,712	101,188	67,618				

	1929.	Frozen	S. P.	D. S.	pork.	pork.	pork.	Land.
	Lbs. (000 omitted).	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
Jan.	151,811	375,217	143,011	85,311				
Feb.	245,798	424,921	167,581	126,520				
Mar.	261,050	479,916	179,776	172,961				
Apr.	289,754	458,612	178,586	172,428				
May	285,110	452,368	185,580	194,760				
June	266,261	443,044	171,450	163,460				
July	247,815	430,317	163,865	166,000				
Aug.	228,930	412,571	172,284	160,301				
Sept.	176,131	382,750	160,519	179,380				
Oct.	119,204	342,083	139,286	133,000				
Nov.	75,910	304,400	111,082	98,985				
Dec.	84,067	316,280	88,783	88,817				

	1930.	Frozen	S. P.	D. S.	pork.	pork.	pork.	Land.
	Lbs. (000 omitted).	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
Jan.	145,078	388,126	107,782	82,006				
Feb.	175,765	392,015	116,595	92,570				
Mar.	217,949	445,882	120,749	111,814				
Apr.	206,417	430,926	115,653	104,904				
May	189,692	411,705	110,350	104,370				
June	176,851	392,408	105,913	115,370				
July	174,847	395,806	106,238	110,387				
Aug.	157,842	387,733	114,477	112,552				
Sept.	124,648	329,074	97,227	98,895				
Oct.	92,303	283,978	71,143	66,722				
Nov.	64,127	249,485	43,194	26,321				
Dec.	77,158	285,824	48,573	31,189				

	1931.	Frozen	S. P.	D. S.	pork.	pork.	pork.	Land.
	Lbs. (000 omitted).	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
Jan.	122,994	328,010	70,188	54,454				
Feb.	215,599	397,942	107,817	82,880				
Mar.	271,088	453,042	126,278	74,977				
Apr.	269,599	432,699	141,344	75,456				

BRITISH PROVISION IMPORTS.

Imports of provisions into Liverpool during March, 1931, as reported by the Liverpool Provision Trade Association:

	Bacon	Hams	Lard
	Ibs.	Ibs.	ton.
March, 1931	515,760	786,888	61
February, 1931	487,812	486,080	58
March, 1930	1,521,264	1,057,616	69

# Provision and Lard Markets

## WEEKLY REVIEW

**Market Active—Trend Downward—Hogs Easier—Run to Market Only Fair—Cash Trade Moderate—Packers on Both Sides.**

Market for hog products the past week has been fairly active, but the trend has been downward in both hogs and futures. The market was influenced somewhat by unselement in outside markets, particularly the weakness in securities. The easier trend in hogs and hedging pressure led to more or less selling and liquidation in lard futures, although the hog run, comparatively, was moderate. Lack of improvement in cash lard trade and a further falling off in the outward movement was somewhat against prices, while increasing stocks and a belief in the trade that the latter will continue for some little time appears to have aided the downward movement.

Packing interests were on both sides almost daily, some apparently hedging, while others were accumulating futures on a scale-down. Speculative interest was mixed, some looking on lard as at very reasonable levels, in view of the comparatively light stocks of cottonseed oil and the prospects of little or no compound competition with lard, at least for the near future.

The situation, however, was sufficiently scrambled to make for a very mixed sentiment and as a result, prices covered narrow limits from day to day, the market displaying more or less stubbornness towards the declines. Profit taking was in evidence on the slumps, while speculative buying power showed enlargement, particularly when the grain markets displayed any strength.

### Hog Prices Decline.

The average price of hogs at Chicago last week declined to 7.20c lb., compared with 7.64c the preceding week and 10.05c the same week last year. Receipts of hogs for the week at western points totaled 361,796 head, against 390,024 head the previous week and 428,362 head the same week a year ago. The average weight of hogs during the week was 242 lbs., or 8 lbs. heavier than in the corresponding week a year ago.

The average price at Chicago of all grades of beef steers sold out of first hands for slaughter for the week was 8.17c per pound, compared with 8.34c the previous week and 12.20c the same week last year.

### Exports Continue Slow.

In Germany, the hog-feed ratio has been unfavorable in recent months, and March 1 figures indicated fewer hogs than on December 1, 1930. In Denmark, there were indications of reduced profit in hog production, but probably to a smaller degree than in Germany. Continental pork supplies, however, are expected to be plentiful for several months.

The official exports of lard for the week ended April 4 were 7,313,000 lbs., compared with 11,968,000 lbs. last year. Exports from January 1 to April 4

have been 191,203,000 lbs., compared with 217,745,000 lbs. the same time in 1930.

The exports of hams and shoulders, including Wiltshires, for the week were 686,000 lbs., against 1,209,000 lbs. last year. Bacon, including Cumberlands, 780,000 lbs., against 4,004,000 lbs. last year; pickled pork, 210,000 lbs., against 167,000 lbs. last year.

The Chicago lard stocks during the first half of April increased 3,553,045 lbs., totaling 30,848,438 lbs., against 27,295,393 lbs. at the beginning of the month, and 43,698,660 lbs. in mid-April last year.

The U. S. Department of Agriculture placed cold storage holdings of meats April 1 at 992,832,000 lbs., compared with 932,781,000 lbs. last year and a five-year average of 959,067,000 lbs. Frozen beef totaled 41,587,000 lbs., against 64,146,000 lbs. last year; frozen pork, 269,599,000 lbs., against 206,417,000 lbs. last year; frozen lamb and mutton, 3,038,000 lbs., against 5,174,000 lbs. a year ago; dry salt pork, 71,063,000 lbs. in process of cure and 70,181,000 lbs. fully cured, compared with 55,270,000 lbs. in cure and 60,383,000 lbs. cured last year; pickled pork, 243,592,000 lbs. in process of cure, and 189,107,000 lbs.

fully cured, against 245,185,000 lbs. and 185,441,000 lbs. respectively last year.

**PORK—Demand was fair in the East, and the market ruled steady under moderate offerings. Mess at New York was quoted at \$26.00; family, \$27.00; fat backs, \$19.00@21.00.**

*See page 43 for later markets.*

**LARD—Domestic and export trade were rather moderate, and the market easy in tone. At New York, prime western was quoted at \$9.20@9.30; middle western, \$9.10@9.20; New York city, 8½c; refined continent, 9%; South America, 9¾c; Brazil kegs, 10½c; compound, car lots, 10½c; smaller lots, 10½c. At Chicago, regular lard in round lots was quoted at May price; loose lard, 62½c under May; leaf lard, 92½c under May.**

**BEEF—A moderate but fair demand, on the whole, was reported, and prices ruled steady. Mess at New York was purely nominal; packet, \$14.00@15.00; family, \$17.00@18.50; extra India mess, \$32.00@34.00; No. 1 canned corned beef, \$3.25; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.**

## Hogs Cut Out Better Than a Week Ago

Better fresh pork prices coupled with slightly lower average hog prices during the first four days of the week resulted in improved cut-out values over those of a week ago. Receipts at the 11 principal markets were about the same as last week, but about 45,000 under those of last year and 80,000 less than the run of the similar period two years ago.

Well finished lightweight hogs were scarce and there were fewer well finished hogs in the heavier weights. More hogs from the fall pig crop of 1930 are being marketed, although there is no indication that the run of these hogs will be earlier than usual as there is a plentiful supply of feed at low cost.

Storage stocks of pork meats on hand

April 1 compare favorably with those of a year ago, in view of the larger supplies of hogs during the first six months of the hog crop year and the heavier average weight of these hogs.

The following test, worked out on the basis of average prices of hogs and fresh pork cuts at Chicago during the first four days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, show small cut-out losses on the lighter averages, but less favorable ones on the heavier weights.

These tests are given as a check for packers in working out their own tests, using local costs and credits and substituting current yields for those shown. The time of year is approaching when fewer well finished hogs will be available and this will influence the yield and consequent cut-out value of the various weights.

	100 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.97	\$1.83	\$1.72	\$1.68
Picnics	.52	.48	.45	.39
Boston butts	.45	.45	.45	.45
Pork loins (bladeless)	1.74	1.58	1.35	1.15
Bellies, light	1.73	1.58	.69	.30
Bellies, heavy	...	...	.57	.90
Fat backs	...	...	23	.33
Plates and jowls	.10	.12	.10	.10
Raw leaf	.15	.16	.16	.16
P. S. lard, rend. wt.	1.05	1.16	1.05	.97
Spare ribs	.08	.11	.11	.11
Regular trimmings	.12	.16	.16	.16
Rough feet	.08	.03	.03	.03
Tails	.01	.01	.01	.01
Neck bones	.03	.02	.02	.02
Total cutting value (per 100 lbs. live wt.)	\$7.98	\$7.00	\$7.18	\$6.75
Total cutting yield	68.00%	68.00%	71.00%	72.00%
Crediting edible and inedible offal to the above total cutting values and deducting from these sums the live cost of hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$ .21	\$ .43	\$ .69	\$ .68
Loss per hog	.36	.86	1.04	1.95

## Grind Cracklings at Lower Cost

**STEDMAN'S 2-STAGE** Hammer Mills reduce cracklings, expeller cake, bone, meat scrap, dried blood, etc., to any fineness desired—in one operation—by the 2-stage method of grinding. No further screening or regrinding is necessary. Nine sizes of Stedman's Mills are offered—requiring 5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for bulletin 301.

**Stedman's Foundry & Machine Works**  
Founded 1834

Aurora, Indiana, U. S. A.



### CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on Apr. 14, 1931, with comparisons, are reported by the Chicago Board of Trade as follows:

Apr. 14, Mar. 31, Apr. 14,  
1931. 1931. 1930.

Mess pork, new, made since Oct. 1, 1930, bris.	332	367	67
P. S. lard, made since Oct. 1, '30, lbs.	24,866,903	22,262,848	35,278,585
P. S. lard, made Oct. 1, '29 to Oct. 1, '30, lbs.	.....	1,249,500	.....
Other kinds of lard, lbs.	5,951,445	5,032,545	7,170,565
D. S. clear bellies, m ade since Oct. 1, 1930, lbs.	17,312,383	14,806,960	11,234,424
D. S. clear bellies, m ade previous to Oct. 1, '30, lbs.	.....	45,000	.....
D. S. rib bellies, made since Oct. 1, 1930, lbs.	2,865,066	2,257,947	756,140
Extra short clear sides, m ade since Oct. 1, 1930, lbs.	64,925	66,958	68,813

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Apr. 11, 1931:

#### HAMS AND SHOULDERERS, INCLUDING WILTSHIRES.

	Jan. 1,			
	'31 to			
	Apr.	Apr.	Apr.	Apr.
11, 1931.	12, 1930.	4, 1931.	11, 1931.	1931.
Total	306	1,095	686	15,516
To Belgium	277	518	664	12,129
United Kingdom	277	518	664	12,129
Other Europe	5	51	12	568
Cuba	26	526	10	2,773
Other countries	.....	.....	.....	.....

### By-Product Grinders

Williams builds a crusher or grinder for every packing house and rendering plant purpose. All embody the original Williams patented features including patented hammers which cut tough oily goods with less power, adjustable grinding plates to overcome wear and quicker adjustments and repairs.

**WILLIAMS PATENT CRUSHER & PULVERIZER CO.**  
2708 NORTH 9th ST. ST. LOUIS, MO.

Chicago  
37 W. Van Buren St.

New York  
15 Park Row

San Francisco  
337 Rialto Bldg.

**WE1112000**  
**WILLIAMS**  
**PATENT CRUSHERS GRINDERS SHREDDERS**



## SCRAP PRESS

300 to 1200 Tons

Hydraulic Crackling Ejector  
Hoop guided on Rods  
Quality High, Price Low

Ask us about them

**Dunning & Boschart  
Press Co., Inc.**

362 West Water St.  
Syracuse, N. Y., U. S. A.  
Established 1872



### ARGENTINE MEAT PACKING.

The production volume of Argentina's meat packing industry was maintained without much shrinkage in 1930, according to reports to the U. S. Department of Commerce. In spite of marked decline in the exportation of other surplus agricultural products, the total kill at the ten frigorificos which slaughter beef cattle was only about 5 per cent less than during 1929, amounting to 2,791,586 head. Sheep slaughtering were about 10 per cent heavier in 1930, totaling 5,850,906 head. About 10 per cent fewer hogs were slaughtered, the kill being 379,741.

In the light of this situation, live stock stocks were fairly steady throughout the year, and the small decrease in the net total exports of meats in 1930 served to indicate how slight was the effect on the livestock industry of the economic crisis through which international trade passed. Officials of Argentine packing houses expressed themselves as being content with the present situation, which has encouraged them to view 1931 as a year of greater promise.

The British market is Argentina's best outlet, as the great majority of its meat exports go to the United Kingdom. There was some setback experienced by producers by the loss of the German market, which annually consumed approximately 50,000 tons of Argentine meat. It is expected that some modification will be made of the total ban placed upon meat imports.

Total exports of meat from Argentina during the year amounted to 638,817 tons, compared with 687,940 tons in 1929, showing some tonnage loss.

### TOTAL EXPORTS BY PORTS.

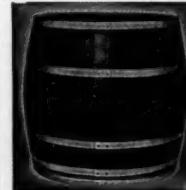
Week ended April 11, 1931.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	306	742	7,191	669
Boston	53	2	66	14
Detroit	228	177	599	49
Port Huron	.....	25	.....	575
Key West	.....	.....	462	14
New Orleans	27	4	1,485	5
New York	.....	534	4,364	12
Philadelphia	.....	205	.....	.....

### DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, M lbs.	Bacon, M lbs.
United Kingdom (total)	277	664
Liverpool	247	422
London	.....	137
Other United Kingdom	30	105

Exported to:	Lard, M lbs.
Germany (total)	1,474
Hamburg	1,340
Other Germany	184



### Standard 1500-lb. Ham Curing Casks

Manufactured by

**Bott Bros. Mfg. Co.**

Warsaw, Illinois

Write for Prices and Delivery

### NEW CURING VATS

Dozier Meat Crates  
Packing Box Shocks

**B. C. SHEAHAN CO.**

166 W. Jackson Blvd. Chicago



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—Following sales of some 300,000 lbs. of extra tallow at 4½c f.o.b. New York the latter part of last week, the market took on a distinctly quieter and steadier appearance. Offerings were less in evidence, and there was a feeling that the market, after dropping steadily ½ lb. from the recent high, was entitled to some rally.

Consumers, however, having bought in a fairly liberal way of late, were not inclined to come up in their ideas, but the more two-sided appearance of the market was the result of producers being in a fairly well sold-up position, with the stronger producers showing a tendency to hold for better levels.

At New York, special loose was quoted at 3½c; extra, 4½c; edible, 5% @6c nominal.

At Chicago, operations in tallow were quieter, but the market was showing stubborn resistance to lower levels. Large western producers were reported sold up and still delivering product on prior sales which will continue throughout the present month.

Selling pressure, as a result, was light, and holders were not inclined to entertain lower bids for future business.

At Chicago, edible was quoted at 5½ @5¾c; fancy, 4¾c; prime packer, 4½ @4¾c; No. 1, 4c; No. 2, 3@3¼c.

At the London tallow auction, 723 casks were offered and 184 sold at prices unchanged from the previous sales. Mutton was quoted at 23@24s; beef, 22s 6d@24s; good mixed, 20s@22s 6d. Argentine beef tallow at London was unchanged at 22s 9d, and Australian good mixed at London unchanged at 23s.

**STEARINE**—The market for oleo was somewhat weaker in the East, some business passing at 8½c, and the market was quoted about steady at that level. At Chicago, the market was quiet and barely steady. Oleo was quoted at 8c.

See page 43 for later markets.

**OLEO OIL**—Trade was moderate, and the market partially lower. Extra at New York was quoted at 7½@7½c; prime, 6½@6¾c; lower grades, 6@6¾c. At Chicago, extra was quiet and about steady at 7c.

**LARD OIL**—A moderate demand and an easing in raw materials made for a barely steady tone. Edible at New York was quoted at 12½c; extra win-

ter, 9¾c; extra, 9½c; extra No. 1, 8¾c; No. 1, 8½c; No. 2, 8¼c.

**NEATSFOOT OIL**—Consuming demand was fair, but buyers were interested only in nearby requirements. The tone was rather steady at New York. Pure was quoted at 11c; extra, 9c; No. 1, 8¾c; cold test, 15¾c.

**GREASES**—The position of the grease market was somewhat similar to tallow the past week, trade ruling rather quiet at New York and the trend somewhat lower. Buyers were holding off. Pressure of offerings, however, was small, and the market gave evidence of a more two-sided situation for the immediate future. There was a feeling that prices would improve slightly should demand broaden to any extent, but consumers are believed to have taken care of nearby requirements and, therefore, are inclined to await developments.

At New York, superior house was quoted at 4@4½c; yellow and house, 3½@3¾c; A white, 4@4½c; B white, 3¾@4c; choice white, 5¾c nominal.

At Chicago, demand was quieter, but the market was stubborn to further declines. The larger producers were not pressing offerings and were refusing lower bids. At Chicago, brown was quoted at 3@3¼c; yellow, 3¾@4c; B white, 4¾c; A white, 4½c; choice white, all hog, 4½c.

### By-Products Markets

Chicago, April 16, 1931.

#### Blood.

The market is quiet but offerings are not plentiful. Prices are nominal.

Unit Ammonia.  
Ground and unground..... \$2.40@2.50

#### Digester Feed Tankage Materials.

There is little activity in this market. Offerings are not plentiful.

Unit Ammonia.  
Unground, 11½ to 12% ammonia. \$2.20@2.25 & 10c  
Unground, 6 to 8% ammonia.... 2.20@2.25 & 10c  
Liquid stick ..... 1.75n  
Steam bone meal, special feeding, per ton ..... 30.00

#### Packinghouse Feeds.

Prices show no change over last week. Prices are quoted on carload basis, f.o.b. producing plants.

Per Ton.  
Digester tankage, meat meal..... \$ @40.00  
Meat and bone scraps, 50%..... @ 40.00

#### Fertilizer Materials.

The market for fertilizer materials continues quiet with some trading reported. Prices have shown no change since last week.

Unit Ammonia.  
High grd. ground, 10@11% am. \$2.20@2.25 & 10c  
Low grd., and ungr., 6-9% am. 2.00@2.25 & 10c  
Bone tankage, low grd., per ton 15.00@16.00  
Hoof meal ..... 2.00@2.25

#### Dry Rendered Tankage.

Product continues in fair demand. Sales continue to be made at 55c.

Per Ton.  
Hard pressed and exp. unground, per unit protein ..... \$ .55@ .60  
Soft prsd. pork, ac. grease & quality 35.00@40.00n  
Soft prsd. beef, ac. grease & quality 30.00@35.00n

#### Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Per Ton.  
Raw bone meal for feeding..... \$ @22.00  
Steam ground, 3 & 50..... 20.00@21.00  
Steam, unground, 3 & 50..... 15.00@16.00

#### Horns, Bones and Hoofs.

Per Ton.  
Horns, according to grade..... \$75.00@150.00  
Mfg. skin bones..... 65.00@110.00  
Cattle hoofs ..... 20.00@25.00  
Junk bones ..... 16.00@17.00

(Note—Foreign prices are for mixed cartons of unassorted materials indicated above.)

#### Gelatine and Glue Stocks.

Little activity reported. Prices are quoted nominally.

Per Ton.  
Kip stock ..... \$38.00@30.00  
Calf stock ..... 42.00@45.00  
Hide trimmings (Old style)..... 28.00@30.00  
Hide trimmings (New style)..... 22.00@24.00  
Horn pits ..... @25.00  
Cattle jaws, skulls and knuckles..... 23.00@24.00  
Sinevews, pizzles ..... 28.00@24.00  
Pig skin scrapes and trim., per lb. .... @ 2½

#### Animal Hair.

The animal hair market continues very quiet. Prices are nominal.

Summer coil and field dried..... 1½ @ 1½c  
Processed, black winter, per lb. .... 3½ @ 3½c  
Processed, grey, winter, per lb. .... 3½ @ 3½c  
Cattle switches, each..... 1½ @ 1½c

\* According to count.

#### EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Apr. 15, 1931.—Ground dried blood sold at \$2.70 per unit of ammonia f.o.b. New York, and stocks are rather heavy. Unless there is a sudden demand the price should work lower. No recent sales of South American have been reported in this market. Unground tankage sold around \$2.25 and 10c New York, which seems to be about the present market.

Ground tankage is offered at \$2.60 and 10c, with some lots of a low grade being offered under this figure, with very little buying interest being shown.

Nitrate of soda, sulphate of ammonia and similar materials remain unchanged in price, and the demand for both feeding and fertilizer materials is very limited.

#### WHAT MAKES TANKS FOAM?

Write us your experience with inedible tanks foaming. Have you noticed the kind of material in the tank when this happens? Send your comments to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones,  
Cracklings, Bonemeal,  
Hoof and Horn Meal

Chrysler Bldg.,  
405 Lexington Ave.  
New York City

## THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

April 18, 1931.

**KILL IOWA SHORTENING BILL.**

The sub-committee of the Iowa house of representatives to which was referred a bill to tax vegetable shortening has recommended that the bill be indefinitely postponed, according to a letter received by Earl S. Haines, executive secretary of the National Cottonseed Products Association, from C. O. Dayton, chairman of the committee. In his letter to Mr. Haines, Representative Dayton said:

"I wish that you would see that the press of the South makes public the fact that Iowa has nothing but well wishes for its welfare. The farmer in Iowa has been hard pressed of late, and the legislature of Iowa, in casting about for some source of revenue for the support of government, has failed to consider the pain it would give the Southland."

"Iowa extends to your great Dixie-land its heartfelt sympathy at this time. I assure you it would divide with you its last crust of bread if necessary. Really, there is no South, no North, no East and no West in this home of the free. We, of Iowa, love your kindly, hospitable people. No melody stirs me like that of the Southland. Come up, Dixie, with your cotton and your songs and take back with you the products and well wishes of the state of Iowa."

The Iowa bill, along with bills in the legislature of South Dakota, Illinois, North Dakota, Oregon, Ohio and Wisconsin, discriminating against cottonseed oil products, has aroused a storm of protest from Southern agricultural and business leaders. South Dakota is the only state in which the legislation has been passed.

**VITAMIN A IN PALM OIL.**

Unbleached palm oil is rich in the growth promoting vitamin A, according to Albert K. Epstein in Oil and Fat Industries. This oil lends itself readily to the manufacture of margarine in view of the fact that it is solid and contains a large amount of palmitic acid. This gives the margarine certain valuable physical properties in that it makes it more plastic and less brittle than if an equal amount of cocoanut oil is used.

In applying the recently developed Drummond test for vitamin A to various samples of refined palm oil, the author found that unbleached colored oils gave a test corresponding to a high vitamin A content. The intensity of the reaction diminished with the amount of bleaching and oxidization the oils had undergone.

The tests were made on samples

which were made from carefully selected raw material and which were refined and deodorized by careful methods. These were found to correspond to the Drummond color test for vitamin A equivalent to about 60 units per gram, which is a higher test than that given by the average butter, and equivalent to the test given to the best and richest butter in vitamin A.

Recent researches have confirmed the fact that the vitamin A is a substance which is either identical with carotin, which is responsible for the yellow color in plants and palm oil, or it is always associated with the carotin. If the yellow coloring is removed, the vitamins are removed with it.

**RUSSIAN OIL EXPORTS.**

During 1929-30 there were exported from Russia 7,027 tons of sunflower seed oil and 5,667 tons of cottonseed oil. All of the sunflower seed oil was exported through Black Sea ports, while about 50 per cent of the cottonseed oil went through these ports. Exports of the same oils during the previous year were 25,739 and 5,378 tons respectively.

Germany bought most of the sunflower seed oil during 1929-30, taking 3,536 tons. During the previous year the United Kingdom took 14,247 tons of this oil. In both years Germany was the largest buyer of cottonseed oil, taking 5,477 tons in 1929-30 and 2,133 tons in 1928-29.

**HULL OIL MARKETS.**

Hull, England, Apr. 15, 1931.—(By Cable)—Refined cottonseed oils, 23s 3d; Egyptian crude cottonseed oil, 20s 6d.

**MEMPHIS PRODUCTS MARKETS.**

(Special Report to The National Provisioner.)  
Memphis, Tenn., Apr. 15, 1931.

Price of cottonseed meal broke sharply during the trading in today's session of the future market of Memphis. The opening was reasonably strong. The first sales of June were at \$26.50. Toward the close, however, meal seemed to be offered from all directions; and the price broke badly, May and June selling at \$26.00 and July at \$26.50, these being the lowest prices at which meal has sold in the past thirty days. The action of the meal market today was in the face of very strong grain markets and proves rather conclusively that at last the market is standing on its own bottom and is independent of outside influences. Demand for actual meal has been slow and heavy stocks, as indicated by the Government report, have given the bears more confidence, and they are free sellers of meal on any slight advance. The market apparently ran into stop orders at \$26.00 for May and June, and tired holders of contracts were dumping same on the market.

The cottonseed market, though reasonably strong, was again rather inactive with limited trading and very little interest being displayed by traders.

**OIL RATE CASE DISMISSED.**

The Interstate Commerce Commission has dismissed the complaint of the South Texas Cotton Oil Co. seeking to obtain lower freight rates on cottonseed oil and lard substitutes in car-loads from Houston, Tex., to New York and points in New England. The oil company complained that rates of the International-Great Northern Railroad Co. were discriminatory and unreasonably high.

**PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.**

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for eight months ended March 31, 1931, compared with a year ago, as reported by the U. S. Census Bureau:

	COTTONSEED RECEIVED, CRUSHED AND ON HAND (Tons).		
	Received at mills*	Crushed	On hand at mills
	Aug. 1 to March 31, 1931.	Aug. 1 to March 31, 1931.	March 31, 1931.
United States	4,568,906	4,787,701	206,926
Alabama	384,459	370,919	14,806
Arizona	33,752	62,293	49
Arkansas	248,700	420,516	16,600
California	126,807	115,469	26,858
Georgia	641,787	435,300	11,512
Louisiana	201,153	224,750	4,056
Mississippi	559,832	770,112	34,435
North Carolina	282,504	256,170	3,900
Oklahoma	247,060	350,302	3,806
South Carolina	264,632	196,760	5,788
Tennessee	255,869	323,780	19,672
Texas	1,221,944	1,242,697	44,900
All other states	63,567	70,063	453

\*Includes seed destroyed at mills but not 45,434 tons and 41,006 tons on hand Aug. 1, nor 85,618 tons reshipped for 1931 and 1930, respectively.

**COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.**

Item.	Season.	On hand Aug. 1.	Produced Aug. 1 to March 31.	Shipped out Aug. 1 to March 31.	On hand March 31.
Crude oil (pounds)	1930-31	*7,893,957	1,339,648,820	1,295,062,944	\$69,978,006
Refined oil (pounds)	1929-30	19,181,886	1,396,538,041	1,341,613,304	100,572,007
	1930-31	*301,609,232	**1,162,424,161	1,162,424,161	149,568,313
Cake and meal (tons)	1930-31	338,616,933	1,168,552,161	1,168,552,161	536,097,314
Hulls (tons)	1929-30	76,667	2,011,236	1,762,643	200,945
Linters (tons)	1930-31	28,495	1,218,472	1,184,512	113,665
Hull fiber (Running bales)	1929-30	63,917	1,241,151	1,222,550	32,518
(500-lb. bales)	1930-31	135,220	767,142	603,275	260,057
Grabbots, motes, etc. (500-lb. bales)	1929-30	70,854	927,601	737,676	300,779
	1930-31	2,659	46,345	43,790	5,214
	1929-30	1,848	60,012	60,145	1,715
	1930-31	12,776	32,124	22,990	21,310
	1929-30	8,453	40,360	28,306	20,305

\*Includes 1,932,090 and 8,574,510 pounds held by refining and manufacturing establishments and 3,558,420 and 14,304,070 pounds in transit to refiners and consumers August 1, 1930, and March 31, 1931, respectively.

\*\*Includes 6,088,528 and 5,212,985 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,919,817 and 3,417,329 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1930, and March 31, 1931, respectively.

\*\*Produced from 1,267,728,278 pounds of crude oil.

**The Blanton Company**  
ST. LOUIS  
Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Quiet—Market Easier—Outside Weakness Factor—Crude Steady—Cash Demand Satisfactory—Lard Easy—Government Oil Statistics Bullish—Prime Summer Yellow Trading Begins.**

A rather mixed situation prevailed in cotton oil on the New York Produce Exchange the past week, the market experiencing a moderate turnover. After holding steady for a time as a result of satisfactory conditions within the market, and fresh speculative buying and a little liquidation brought about by outside weakness. While commission houses were on both sides, the ring element was against the market and fresh speculative buying power was on a limited scale. Steadiness in crude oil and satisfactory distribution of oil, as indicated by the Government report which was bullish construed, were insufficient to overcome continued easiness in lard, a somewhat weaker market in cotton and the unsettling influence of heaviness in the stock market.

Refining interests again were doing little, although refiners at times were on the buying side of the nearby deliveries. However, there is no particular long interest in the market to become unsettled, and consequently few if any stop-loss orders were reached. Speculative sentiment, while divided as evidenced by the fact that commission houses continued to lean to the buying side, based on the prospects of a lighter carryover this season and a decrease of around 10 per cent in the new crop acreage, failed to result in any material enlargement in trade on either side.

### March Consumption Good.

Even though the professionals are inclined towards the belief that competition in lard will be keener during the summer, the market apparently will have to overcome heaviness in outside markets, and there is still the possibility of a fairly good sized new cotton crop, provided of course that weather conditions are fairly satisfactory during the growing season.

The prospects of any material hedg-

ing pressure on oil for some time to come, however, appears slight, particularly should cash trade continue anything like the pace thus far this season. March consumption of 289,000 bbls. exceeded all trade expectations, comparing with 244,000 bbls. in February and 251,000 bbls. in March last year. Distribution the first 8 months of this season amounted to 2,418,000 bbls., or practically the same as the 2,427,000 bbls. the first 8 months of the previous season. The visible supply at the beginning of April totals only 1,536,000 bbls., compared with 1,733,000 bbls. the previous month and 1,810,000 bbls. April 1 a year ago.

Were it not for the situation in lard, there is but little question but what oil futures might have done considerably better, based on the statistical report. However, the western claims of a slower cash lard demand continued to make for more or less uneasiness, and the Chicago lard stocks the first

half of April increased 3,553,000 lbs., totaling 30,848,000 lbs., against 27,295,000 lbs. at the end of March, and 43,699,000 lbs. in mid-April last year.

However, notwithstanding the increasing lard stocks of late, the supply of edible fats, taking both oil and lard into consideration, are considerably under this time last year, sufficiently so that it is extremely difficult for one to make a bearish statistical showing.

### Cash Oil Trade Good.

Cash oil demand the past week was reported fairly good, with a steady routine trade passing. Actual oil was again firmly held in all directions. The crude markets were about steady, a little business passing in the Southeast and Valley at 6 1/4c, with later sales at 6 1/2c in the Southeast. Texas was quoted nominally at 6 1/4@6 1/2c. The detailed Government report shows that out of 1,339,649,000 lbs. of crude oil produced to March 31, mill holdings at the end of March were only 46,999,000 lbs., of which Texas mills held about 11,000,000 lbs.; Mississippi, 6,742,000 lbs.; Georgia, 6,254,000 lbs.; Oklahoma, 6,475,000 lbs.; Arkansas, 4,165,000 lbs.; Tennessee, 1,143,000 lbs.; South Carolina, 1,898,000 lbs.; North Carolina, 4,074,000 lbs.; Louisiana, 296,000 lbs.; California, 536,000 lbs.; Arizona, 185,000 lbs.; all others, 1,124,000 lbs.

The weekly weather report said that in the eastern cotton belt planting is under way from Alabama westward. Cool nights and wet soil have retarded germination in some districts, with local replanting probable. A little has been put in northward to southern Oklahoma and Central Arkansas.

The New York Produce Exchange inaugurated operations this week in prime summer yellow future contracts on practically the same rules as the bleachable contract, the new futures calling for 60,000 lbs. loose with New York and Southern delivery, the same commission rates as the bleachable contract. The feeling is that between the two contracts the market has taken another step forward in affording the entire cotton oil industry a more advantageous market for their trading operations.

COCOANUT OIL — Demand ruled

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Apr. 16, 1931.—Higher priced hogs prevented much decline in cotton oil. Unsold stocks of crude are light and firmly held at 6 1/4c lb. bid, 7 1/4c lb. asked in all directions. Bleachable is steady and demand is nominal. May contracts at New Orleans are being liquidated around 7.55c lb. Some speculative selling of October contracts finds ready buyers.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Apr. 16, 1931.—Crude cottonseed oil, 6 1/4@6 1/2c; forty-one per cent protein cottonseed meal, \$26.00; loose cottonseed hulls, \$9.00 nominal.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Apr. 16, 1931.—Prime cottonseed oil, 6 1/4@6 1/2c lb.; forty-three per cent meal, \$25.00; hulls, \$10.00; mill run linters, 1 1/2@2 1/4c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**

Chicago, Illinois

**HAMMOND'S  
Mistletoe  
MARGARINE**

rather slow throughout the past week, and the market was easier, with offerings fairly liberal. The tone reflected to some extent the lower trend in competing directions of late. At New York, tanks were quoted at 4%@5c. Pacific Coast tanks were quoted at 4½@4% depending upon position.

**CORN OIL**—There was no particular demand in evidence the past week, but sellers' ideas were rather steady, and the market maintained the previous week's levels of 6%@7c f.o.b. mills.

**SOYA BEAN OIL**—Offerings were fair, but steadily held, while consuming interest was small during the week. At New York, tanks were quoted at about steady at 6½c.

**PALM OIL**—Consuming interest was rather limited, and offerings appeared slightly larger, making for an easier undertone in this quarter. At New York, spot Nigre was quoted at 4.60@4½c; shipment Nigre, 4.22½c; shipment Lagos, 4.60c 12½ per cent; acid oil, 4%; 20 per cent acid oil was quoted at 4½c.

**PALM KERNEL OIL**—Interest was of a routine nature and the market ruled about steady, more or less nominally quoted at 4%@5c for bulk oil New York.

**OLIVE OIL FOOTS**—The market ruled rather firm as result of a lack of cabled offerings and the political troubles in Spain. Demand however, appeared moderate. At New York, spot foots were quoted at 6%@7c and shipment foots at 5%@6c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Store oil demand was rather quiet, but there was no pressure of store stocks. The undertone was barely steady however, with futures. Southeast crude sold at 6½c; Valley and Texas, 6%@6½c nominal.

**COTTONSEED OIL**—Market transactions at New York:

**The Procter & Gamble Co.**  
refiners of all grades of  
**COTTONSEED**  
▼ OIL ▼  
**PURITAN**—Winter Pressed Salad Oil  
**BOREAS**—Prime Winter Yellow  
**VENUS**—Prime Summer White  
**STERLING**—Prime Summer Yellow  
**WHITE CLOVER**—Cooking Oil  
**MARIGOLD**—Cooking Oil  
**JERSEY**—Butter Oil  
  
**HARDENED COTTONSEED OIL**—for Shortenings and Margarines  
(58°-60° titre)  
  
COCONUT OIL  
MOONSTAR—Coconut Oil  
P & G SPECIAL—(hardened) Coconut Oil  
  
General Offices, Cincinnati, Ohio  
Cable Address: "Procter"

#### Friday, April 10, 1931.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot		790	a	790	797
Apr.		775	a	775	797
May	5	794	790	790	a 795
June		790	a	790	800
July	11	800	793	795	a 797
Aug.		790	a	790	810
Sept.	1	805	805	805	a 810
Oct.		785	a	785	812
Nov.		770	a	770	795

Sales, including switches, 17 contracts. Southeast crude, 6%@6½c.

#### Saturday, April 11, 1931.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot		780	a	780	780
Apr.		780	a	780	780
May	2	795	795	795	a 795
June		795	a	795	810
July	4	800	800	803	a 803
Aug.		805	a	805	820
Sept.		813	a	813	820
Oct.		793	a	793	818
Nov.		790	a	790	795

Sales, including switches, 6 contracts. Southeast crude, 6%@6½c.

#### Monday, April 13, 1931.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot		785	a	785	785
Apr.		785	a	785	785
May		795	a	795	799
June		795	a	795	805
July	4	805	801	803	a 803
Aug.		808	a	808	820
Sept.	2	815	814	813	a 818
Oct.		795	a	795	818
Nov.		775	a	775	810

Sales, including switches, 6 contracts. Southeast crude, 6%@6½c.

#### Tuesday, April 14, 1931.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot		780	a	780	780
Apr.		780	a	780	780
May	2	795	795	791	a 797
June		795	a	795	805
July		803	a	803	805
Aug.		805	a	805	820
Sept.		810	a	810	816
Oct.		797	a	797	816
Nov.		780	a	780	799

Sales, including switches, 2 contracts. Southeast crude, 6%@7c.

#### Wednesday April 15, 1931.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot		770	a	770	770
Apr.		780	a	780	780
May	4	790	790	790	a 793
June		790	a	790	800
July	16	803	795	795	a ...
Aug.		795	a	795	810
Sept.	6	811	809	805	a 808
Oct.		790	a	790	805
Nov.		770	a	770	800

Sales, including switches, 26 contracts. Southeast crude 6%@6½c sales.

#### Thursday, April 16, 1931.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot		750	a	750	750
Apr.		760	a	760	760
May	789	789	780	a 790	790
June		785	a	785	795
July	794	793	790	a 793	793
Aug.		795	a	795	804
Sept.	805	805	801	a 804	804
Oct.		780	a	780	803
Nov.		770	a	770	795

See page 43 for later markets.

#### PHILIPPINE OIL PRODUCTION.

Philippine copra production during 1930 amounted to 1,014,126,000 lbs., compared with 1,058,342,000 lbs. during the preceding year, according to the U. S. Department of Commerce.

#### MAYONNAISE CONSUMPTION UP.

Manufacture of mayonnaise and allied products continued during 1930 its steady growth of the last three years, according to information collected by the Foodstuffs Division of the U. S. Department of Commerce.

An increase of 18.7 per cent in 1930 over 1929, as compared with an increase in 1929 of 17.9 per cent over 1928, is shown by returns from 73 concerns, estimated to represent more than two-thirds of the production.

An interesting conclusion reached from the survey is that there is apparently a close relationship between carlot shipments of lettuce and monthly sales of mayonnaise. This suggests the possibility of control of production by correlation with carlot shipments of lettuce, in view of the fact that fluctuations in these shipments are a month ahead of similar fluctuations in mayonnaise sales.

The 1930 production by the firms reporting was valued at \$38,169,503. Of this amount, \$25,860,457 was represented by mayonnaise, and \$12,309,046 by salad dressings, sandwich spreads, French dressing, Thousand Island dressing and other products.

#### OIL CHEMISTS CONVENTION.

The twenty-second annual meeting of the Oil Chemists' Society will be held at the Roosevelt Hotel, New Orleans, May 14 and 15, 1931. Many matters of considerable importance will be brought up in the various sessions, it has been announced, including recommendations in regard to the form of meeting, procedure for the adoption of official methods, and other subjects that will have to do with the future growth and value of the association.

#### OIL MEN WITH DURKEE.

Following the sale of the Portsmouth Cotton Oil Refining Co. and changes in the Aspegren organization both Ben Radskin, vice president and sales manager of the Portsmouth Cotton Oil Sales Co. and Aspegren & Co., and Edward Epstein of the same organization, have gone with Durkee's Famous Foods, Inc., in connection with the establishment of a new vegetable oil and salad and cooking oil sales department. It will be known as the Durkee Oil Sales Co., with headquarters at Elmhurst, N. Y., with Mr. Radskin at the head and Mr. Epstein in charge of the metropolitan district.

#### COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for seven months ended February 28, 1931, with comparisons for 1930, are reported by the U. S. Census Bureau as follows:

	1931.	
Oil, crude, lbs.	6,189,293	18,043,532
Oil, refined, lbs.	10,588,430	3,125,032
Cake and meal, short tons.	29,064	153,471
Linters, running bales....	72,006	75,706

#### PLAN COTTON OIL MEETING.

Plans have been completed for the annual convention of the National Cottonseed Products Association, to be held at the Roosevelt Hotel, New Orleans, May 18, 19 and 20. The rules committee will meet at the same place on May 15 and 16.

## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products continued easy the latter part of the week. Packers were on both sides. Lard commission houses were fair buyers, with some buying by houses with foreign connections and scattered covering. Cash trade was moderate. Hogs were about steady, western run being comparatively moderate.

#### Cottonseed Oil.

Cotton oil was barely steady on a mixed featureless trade. Southern houses were on both sides, with locals against the market. Cash oil trade was fair. Crude was steady at 6 1/4c in all sections.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Apr., \$7.70 bid; May, \$7.80@7.85; June, \$7.80@7.95; July, \$7.85@7.90; Aug., \$7.85@8.00; Sept., \$7.95@8.00; Oct., \$7.75@8.02; Nov., \$7.70@8.00.

Quotations on prime summer yellow were:

May, \$7.60@7.75; June, \$7.70@7.90; July, \$7.70@7.80; Aug., \$7.70@7.95; Sept., \$7.75@7.85; Oct., \$7.65@7.90; Nov., \$7.68@7.90.

#### Tallow.

Tallow, extra 4 1/4@4 1/4c.

#### Stearine.

Stearine, 8c.

### FRIDAY'S GENERAL MARKETS.

New York, Apr. 17, 1931. — Lard, prime western, \$9.15@9.25; middle western, \$9.05@9.15; city, 8 1/4c; refined continent, 9 1/2c; South American, 9 1/2c; Brazil kegs, 10 1/2c.

### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Apr. 16, 1931.—General provision market dull but with signs of improvement; hams, picnics and pure lard fair, square shoulders dull, active trade on A.C. hams for prompt and forward shipment.

Friday's prices were as follows: Hams, American cut, 73s; hams, long cut, 76s; shoulders, square, 55s; picnics, 52s; short backs, 72s; bellies, clear, 56s; Canadian, none; Cumbeland, 66s; Wiltshires, none; spot lard, 47s.

### EUROPEAN PROVISION CABLES.

Cable despatches to the U. S. Department of Commerce for the week ended Apr. 11, 1931, indicate that the market at Hamburg showed little alteration.

Prime steam lard prices were lower. Arrivals of hogs at 20 of Germany's most important markets were 70,000, at a top Berlin price of 9.95 cents a pound, compared with 91,000, at 15.14 cents a pound, for the same week of last year.

The Rotterdam market was dull with practically no business. Prices remain the same as last week with exception of neutral lard. Cotton oil prices 1/4 lower.

The market at Liverpool was rather quiet. Consumptive demand was poor. Sellers were willing to meet buyers.

The total of pigs bought in Ireland

for bacon curing was 19,000 for the week, as compared with 19,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending April 10 was 100,000, as compared with 88,000 for the corresponding week of last year.

#### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Apr. 16, 1931, show exports from that country were as follows: To England, 112,992 quarters; to the Continent, 16,064 quarters.

Exports of the previous week were as follows: To England, 128,630 quarters; to the Continent, 2,108 quarters.

#### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended April 11, 1931, with comparisons:

	Week ended Apr. 11.	Prev. week.	Cor. week. 1930.
West. drsd. meats:			
Steers, carcasses	8,951 1/2	6,107	7,620
Cows, carcasses	934	975 1/2	1,442
Bulls, carcasses	217	183	160
Veals, carcasses	11,531	10,073	14,233
Lambs, carcasses	19,224	18,246	32,428
Mutton, carcasses	2,568	2,530	2,198
Beef cuts, lbs.	382,556	412,783	260,795
Pork, lbs.	2,245,162	1,874,481	1,478,746
Local slaughters:			
Cattle	8,630	8,039	9,500
Calves	17,351	18,537	19,684
Hogs	40,002	43,703	44,233
Sheep	67,894	63,582	56,433

#### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended April 11, 1931:

	Week ended Apr. 11.	Prev. week.	Cor. week. 1930.
West. drsd. meats:			
Steers, carcasses	2,470	2,053	2,138
Cows, carcasses	666	773	822
Bulls, carcasses	180	174	285
Veals, carcasses	1,850	1,518	2,006
Lambs, carcasses	10,638	11,107	15,311
Mutton, carcasses	1,560	1,136	1,401
Pork, lbs.	550,751	472,669	577,184
Local slaughters:			
Cattle	1,335	1,239	1,495
Calves	2,746	2,683	2,381
Hogs	11,048	14,827	17,730
Sheep	6,688	5,232	5,853

#### BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended April 11, 1931, with comparisons:

	Week ended Apr. 11.	Prev. week.	Cor. week. 1930.
West. drsd. meats:			
Steers, carcasses	2,830	2,729	2,170
Cows, carcasses	1,504	1,444	1,598
Bulls, carcasses	45	60	65
Veals, carcasses	1,405	1,430	2,503
Lambs, carcasses	18,264	18,444	22,310
Mutton, carcasses	1,488	955	570
Pork, lbs.	459,376	433,215	646,876

#### BRITISH BACON IMPORTS.

Imports of bacon into the United Kingdom during the January-February, 1931, period showed an increase of 133,734 boxes over the corresponding 1930 period. Imports of hams decreased 6,239 boxes compared with last year.

Total bacon imports for January-February, 1931, amounted to 2,590,984 cwts., compared with 1,993,950 cwts., for the first two months of 1930. The bulk of these imports came from Denmark; 1,793,617 cwts. in 1931, and 1,261,179 cwts. in 1930.

#### TRADE GLEANINGS

Officers of the Rose-Morgan Packing Co., Emporia, Kans., plan to expand the present plant, according to report.

The Flatonia Cotton Oil Co., Flatonia, Tex., has a new seed warehouse under construction, and is rebuilding its seed and hull house.

A branch house of the Fort Smith Packing Co., Fort Smith, Ark., has been established at Harrison, Ark., under the name of the Harrison Packing Co.

The Inland Wheat and Livestock Corporation, Spokane, Wash., has been incorporated with a capital stock of \$99,500. Charles Grant, H. L. Cole and C. C. Schorzman are the incorporators.

McArthur Packing Co., Hutchinson, Kans., has under construction extensive additions which are designed to double plant capacity. It is expected that the improvements will be completed by May 20.

The Valley Farm Co., Rosser, Tex., has been incorporated with a capital stock of \$2,000,000, and will deal in livestock. Incorporators are: R. M. McFarlin, R. O. Holleron, Edward P. Gammon.

The Racine Packing Co., Racine, Wis., has been incorporated with 500 shares of stock of no par value, and will handle livestock and poultry. Incorporators are: Max J. Shiman, Emil Hersh and Herbert Morse.

#### PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on April 15, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing prices on April 8, 1931, or nearest previous date:

Sales.	High.	Low.	Close.	—
Week ended Apr. 15.	—Apr. 15.	—	15.	8.
Amal. Leather.	100	2	2	2 1/2
Do. Pfd.				20
Amer. H. & L.	1,800	7 1/4	7	6 1/4
Do. Pfd.	200	25	25	23 3/4
Amer. Stores.				46
Armour A.	25,400	2 1/4	2 1/4	2 1/2
Do. B.	11,750	1 1/2	1 1/2	1 1/2
Do. Ill. Pfd.	6,150	18	17	21 1/2
Do. Del. Pfd.	14,800	44 1/2	43	50
Barnett Leather				2 1/2
Beechnut Pack.	2,000	62	60	61 5/8
Boehak. H. C.	200	73	73	78
Brennan Pack.				50
Chick. C. Oil.	4,800	24 1/2	24 1/2	24 1/2
Childs Co.				40
Farm. Pack.	800	45	45	40
First Nat. Strs.	5,000	54	53	53 1/2
Gen. Foods.	76,500	54 1/2	53 1/2	54 1/2
Gobel Co.	1,500	8	8	8
Gr.A. & P. 1st Pfd.	270	234	234	236 1/2
Do. New.				25 1/2
Hormel, G. A.	100	25 1/2	25 1/2	25 1/2
Hygrad. Food.	1,300	6	5 1/2	6
Kroger, G. & B.	30,400	31 1/2	29 1/2	29 1/2
Libby McNeil.	16,200	12	11 1/2	12
McMarr. Strs.	1,700	8 1/2	8 1/2	8 1/2
Mayer, Oscar.				5 1/2
Mickelberry Co.	800	11 1/2	11 1/2	12 1/2
M. & H. Pfd.				21
Morrill & Co.				52 1/2
Nat. Fd. Pd. A.	350	1	1	1 1/4
Nat. Leather.				1
Nat. Tea.	2,300	21 1/2	21 1/2	20
Proc. & Gamble	6,000	69 1/2	69	68 1/2
Do. Pr. Pfd.	100	110 1/2	100 1/2	100 1/2
Ral. Pd. Co.	1,000	10 1/2	10 1/2	10 1/2
Stevens Strs.	6,200	61 1/2	61 1/2	59 1/2
Do. 6% Pfd.	400	95 1/2	95	94 1/2
Do. 7% Pfd.	140	107	106	105 1/2
Stahl Meyer.				1
Strauss R. Strs.	500	1	1	1
Swift & Co.	4,350	28 1/2	28 1/2	28 1/2
Do. Int'l.	15,950	39 1/2	38 1/2	38
Trunz Pork.				14 1/2
U. S. Cold Stor.				33 1/2
U. S. Leather.	1,000	84	84	84
Do. A.	300	12 1/2	12 1/2	11 1/2
Do. Pr. Pfd.	200	85	85	83 1/2
Wesson Oil.	600	23 1/2	23 1/2	23 1/2
Do. Pfd.	4,900	56	55 1/2	55 1/2
Wilson & Co.	2,500	2 1/2	2 1/2	2 1/2
Do. A.	1,800	5 1/2	5 1/2	5 1/2
Do. Pfd.	500	33	33	34

April 18, 1931.

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Apr. 16, 1931.

**CATTLE**—Compared with a week ago: Weighty fed steers, 50c@\$1.00, mostly \$1.00 lower; extreme top, \$10.00, good to choice kinds closing at \$9.00@9.25; light steers, mostly 50c lower, with lower grade kinds showing most downturn; light yearlings, steady to 25c lower, mostly steady, with light heifer and mixed offerings strong. Instances were higher than close last week; largely steer run, with weighty kinds predominating, receipts for period being considerably larger than a week ago and corresponding week a year ago. Top on yearlings was \$9.40; yearling heifers, \$8.25; very draggy market all week on heavy fat cows and weighty heifers, mostly 25@50c lower; other fat cows, mostly 25c down, with cutters steady to 25c lower and bulls off about the same. Vealers were mostly steady. It was largely a steer run; week's downturn forced heavy steers lowest in years, at least as low since Fall of 1926; excessive receipts suddenly piled on all market centers the principal bearish factor, especially since most of the run comprised steers with weight.

**HOGS**—Supplies continued light; shipping demand narrow; local outlet expanded. Compared with a week ago: Market about steady; lightweights, steady to 10c lower; packing sows, 15@25c lower. Week's top, \$7.95, paid early and late; late bulk, 170 to 210 lbs., \$7.75@7.90; 220 to 250 lbs., \$7.45@7.75; 260 to 320 lbs., \$7.10@7.45; 330 to 360 lbs., \$6.85@7.00; good to choice 140 to 160 lbs., \$7.75@7.95; pigs, mostly \$7.25@7.75, plain kinds down to \$6.50; packing sows, \$6.25@6.40, smooth lightweights to \$6.65, extreme weights down to \$6.10.

**SHEEP**—Compared with a week ago: Desirable weight fat lambs closed last week at \$9.75@10.00, highest top since September, 1930. Current week opened at 25@50c declines, selling at this decline the greater portion of the period under review, closing with part of the early loss regained or strong to 25c higher for the week. Heavy lambs declined consistently, closing around 50c lower; late top woolled lambs, \$10.00; bulk light and handyweights, \$9.50@

9.75; 100 lbs. and up, mostly \$8.50@8.90; best clippers late, \$9.25; bulk lighter weights, \$8.75@9.00; heavies, \$8.00 and under; sheep, 25@50c lower; bulk fat woolled ewes, \$4.00 down; best clippers, \$3.50@3.85.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Apr. 16, 1931.

**CATTLE**—Liberal supplies at the week's opening influenced a decidedly weaker undertone in the fed steers and yearling market, and values were reduced materially on all grades and weights. All fed classes declined 50c@\$1.00 as compared with late last week and reached new low levels for the year. An early movement of grass steers from southwest Texas was partly responsible for the drop in prices. Best light weight fed steers sold at \$8.50 for the week's top, while choice heavies made \$8.25. Bulk of the fed offerings cleared from \$6.25@7.75, while grassers went from \$5.00@6.00. Fat cows and heifers are 25@50c off, but lower grades held steady to strong. Bulls closed steady to weak, and vealers are steady to 50c lower, with the late top at \$7.00.

**HOGS**—Hog prices declined sharply on the first two days of the week, but since then some reaction has been in evidence and a good share of the loss was recovered. Final prices are generally 10@15c lower than last Thursday, with the late top at \$7.50 on choice 150- to 210-lb. weights. Shipping orders were light early in the week, and packers were very bearish. Toward the close all interests were active buyers. Packing grades are 15@25c lower at \$6.35 down.

**SHEEP**—Fed lambs were closing the week at 25@40c higher levels, with best woolled offerings at \$9.25 on the final session. Most of the week's supply cashed from \$8.75@9.15. Desirable clippers brought \$8.15 to shippers, while others ranged from \$7.65@8.00. Springers are fully 50c over a week ago, with choice Arizona arrivals reaching \$10.60 at the finish. Mature classes are dull and 25@50c lower, with most shorn Arizona ewes at \$2.75@3.25 and the best at \$3.60. Texas shorn wethers ranged from \$2.50@4.00.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Apr. 16, 1931.

**CATTLE**—Burdensome receipts early in the week, both locally and at other principal markets, resulted in uneven and sharp declines on practically all killing classes. Fed steers and yearlings show a decline for the week of 50@75c, with extremes as much as \$1.00 lower. Heifers declined 50@75c, and most beef cows fully 50c. Cutter grades were an exception, selling fully steady to 25c higher. Bulls lost around 50c and vealers \$1.00. Several loads of choice steers and yearlings earned \$9.00@9.35, the latter price the week's top. Choice light heifers earned \$7.50, and practical top on vealers dropped to \$7.00.

**HOGS**—An uneven distribution of supplies throughout the period resulted in sharp fluctuations, although comparisons Thursday with Thursday show only very little change, a decline of 5@10c being registered. Thursday's top reached \$7.40, with the bulk to 160- to 240-lb. weights, \$7.25@7.40; 240 to 290 lbs., \$7.00@7.25; 290- to 350-lb. butchers, \$6.75@7.00; packing sows, \$6.10@6.25; stags, \$6.00@6.50.

**SHEEP**—Liberal receipts of fed woolled lambs from Colorado and the Scottsbluff area of Nebraska, augmented by a limited movement of California springers and fed clipped lambs, met with a broad demand, and comparisons Thursday with Thursday show prices 25@35c higher. Matured sheep were neglected and are 50@75c lower. On Thursday, bulk fed woolled lambs sold \$9.00@9.25; top, \$9.35; fed clipped lambs, \$8.25@8.40; California spring lambs, \$10.25@10.50; good and choice woolled ewes, \$3.50@4.00; shorn ewes, \$2.50@3.25.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Apr. 16, 1931.

**CATTLE**—Compared with week ago: Steers, mixed yearlings and heifers sold 50@75c lower, spots off \$1.00; cows, 25@50c lower; cutters, low cutters and vealers steady; bulls, 25c lower. Bulk of steers brought \$6.25@8.00, both matured steers and yearlings topping at \$8.50. Most fat mixed yearlings and heifers scored \$7.00@7.75; medium fleshed descriptions, largely \$6.00@6.75, with top heifers landing \$8.25 and best mixed steers and heifers \$8.00.

## J. W. MURPHY CO.

Order Buyers

### HOGS ONLY

Utility and Cross Cyphers

Reference any Omaha Bank

Union Stock Yards

Omaha, Nebr.

## E. K. CORRIGAN

Live Stock Purchasing Agent Operating Four Markets

So. Omaha, Nebr.  
E. K. Corrigan

St. Joseph, Mo.  
R. G. Symes

Cattle Department

Kansas City, Mo.      Omaha, Nebr.      Sioux Falls, S. D.  
Karl N. Soeder      Chas. E. Reynolds      D. E. Smythe

Order Buyers of Live Stock  
McMurray—Johnston—Walker, Inc.

Indianapolis  
Indiana

Ft. Wayne  
Indiana

Do you buy your Livestock  
through Recognized Pur-  
chasing Agents?

Bulk of cows cashed at \$4.50@5.50; top, \$5.85; low cutters, principally \$2.75 @3.00. Top vealers registered \$8.00 today; best medium bulls were traded in at \$4.50.

**HOGS**—Compared with a week ago: Swine values declined 10@25c, lighter weights off most. Although a few light lights reached \$7.90 late, practical top was \$7.85, with bulk of 100- to 250-lb. weights at \$7.50@7.80. Heavy butchers sold down to \$7.10, and packing sows in at \$6.15@6.35.

**SHEEP**—Fat lambs declined 25c early in the week but finished steady. Sheep wound up 50c@\$1.00 lower. Spring lambs sold mostly at \$12.00@13.00; clipped lambs, \$7.50@8.50; woolled lambs, \$8.50@9.25. Clipped Texas wethers bulked at \$3.50@5.50, and mutton ewes at \$3.00@4.00.

### ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Apr. 15, 1931.

**CATTLE**—Increased receipts combined with unsatisfactory news from eastern meat centers were factors partly responsible for most killing cattle to decline 50@75c or more during the week. Recent sales of steers were made at \$8.00@8.25, with bulk selling at \$6.00@7.00. Most of the cows brought \$4.00@5.00; heifers, \$5.25@6.50; low cutters and cutters, \$3.00@3.75 and bulls \$3.25@3.75. Vealers were about steady, good to choice kinds selling at \$6.00@8.00 mostly.

**HOGS**—Price levels of hogs are 10@15c lower with better 160- to 230-lb. weights at \$7.15@7.40; 230 to 250 lbs., \$6.90@7.15; while 250- to 350-lb. butchers cashed at \$6.60@6.90. Sows sold at \$5.75@6.25, with light lights mostly \$7.40.

**SHEEP**—Lambs sold steady to weak with recent sales at \$8.25@8.75, strictly choice being salable around \$9.00 or better. Ewes tumbled sharply with recent sales of woolled offerings being made at \$2.00@4.00.

### SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Apr. 16, 1931.

**CATTLE**—Further pressure in beef steer and yearling trade this week resulted from liberal supplies and a lower dressed beef market. Live values slumped 50@65c, to reach low levels for the current season. Best offerings were quoted around \$9.00 and slightly above, while only a small showing cleared at \$7.75@8.75, and the bulk found takers at \$6.50@7.50. Most she stock lost 25@50c, although low grade cows remained steady. Carlots of desirable heifers ranged up to \$7.50, and beef cows bulked at \$4.25@5.00. A 50c@\$1.00 break dropped the practical vealer top to \$7.50. Bulls ruled weak to 25c lower, and on closing rounds medium grades were salable at about \$4.00 down.

**HOGS**—A sticky hog market most of the week left values unevenly 5@30c lower in spite of a fairly active close. Lighter weights escaped with minimum price revisions. On late rounds most 160- to 200-lb. butchers moved at \$7.25@7.35, extreme top \$7.40. The majority of 200- to 250-lb. weights cleared at \$6.90@7.25, and 260- to 350-lb. heavies sold at \$6.60@7.10 freely. Packing

sows dropped 10@25c and bulked late at \$6.15@6.25.

**SHEEP**—Fat lambs finished around 25c higher, with the top for woolled offerings holding at \$9.25 on most days. Good to choice 76- to 95-lb. woolskins sold late at \$9.00@9.25; top, \$9.25. Around 84-lb. clippers brought \$8.40 and \$8.50. Aged sheep ruled 25c lower, and best fat woolled ewes earned around \$4.25.

### RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Apr. 11, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Apr. 11.....	191,000	506,000	356,000
Previous week.....	167,000	511,000	391,000
1930.....	194,000	556,000	387,000
1929.....	184,000	563,000	315,000
1928.....	184,000	531,000	258,000
1927.....	206,000	486,000	241,000

### HOGS AT 11 MARKETS:

Week ended Apr. 11.....	433,000
Previous week.....	456,000
1930.....	483,000
1929.....	466,000
1928.....	438,000
1927.....	405,000

### AT 7 MARKETS:

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Apr. 11.....	146,000	339,000	259,000
Previous week.....	128,000	390,000	267,000
1930.....	143,000	428,000	273,000
1929.....	136,000	386,000	224,000
1928.....	133,000	363,000	178,000
1927.....	153,000	340,000	159,000

### NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended April 11, 1931, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,651	9,712	4,120	33,252
Central Union.....	1,850	915	10,129	10,129
New York.....	451	4,346	16,298	11,406

Total.....	6,952	14,973	19,418	54,787
Previous week.....	7,837	15,559	19,087	53,052
Two weeks ago.....	8,001	16,940	18,572	50,880

### BUFFALO LIVESTOCK IN MAR.

The receipts and disposition of livestock at Buffalo, N. Y., during March, 1931, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts.....	11,274	28,904	68,626	80,611
Shipments.....	4,670	22,880	39,214	67,043
Local slaughter.....	6,511	5,831	28,276	13,580

### CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Apr. 16, 1931.

Price trend of hogs unloaded direct at 24 concentration points and 7 packing plants in Iowa and Minnesota ruled lower the fore part of the week, but losses were partially recovered late. Compared with a week ago: Prices mostly steady to 10c lower; packing sows, 10@15c off. Late bulk 170 to 230 lbs., \$7.00@7.30; choice 180 to 210 lbs., \$7.45 in spots; bulk 230 to 260 lbs., \$6.85@7.15; 270 to 320 lbs., \$6.60@6.90; good sows, largely \$5.65@6.25.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants for week ended Thursday, Apr. 16, with comparisons:

	This week.	Last week.
Friday, Apr. 10.....	10,000	11,500
Saturday, Apr. 11.....	10,200	14,500
Monday, Apr. 13.....	41,400	43,400
Tuesday, Apr. 14.....	9,000	10,500
Wednesday, Apr. 15.....	13,700	12,200
Thursday, Apr. 16.....	11,000	8,200

Unless otherwise noted, price quotations are based on transactions covering track hog deliveries and hogs received by rail that have access to feed and water before weighing.

### SPRING LAMB CROP GOOD.

The Tennessee and Kentucky lamb crop is reported by the U. S. Department of Agriculture to be in excellent condition, and prospects are good for a large crop of high quality. Shipments in volume are expected to begin early in May. The development of the early lamb crop throughout the country was good except in California, where lack of moisture brought about unsatisfactory feed conditions, and lowered the quality of spring lambs.

Texas shipments have been large and these are expected to continue through the balance of April and in May, while Arizona shipments have been less than a year ago.

The condition of lambs in the Corn Belt states is reported as about average with the number saved about 5 per cent larger than last year.

**ALL AROUND SERVICE**

**CATTLE**

**INDIANAPOLIS**

**EAST ST. LOUIS**

**DETROIT**

**DAYTON**

**LA FAYETTE**

**CINCINNATI**

**NASHVILLE**

**OMAHA**

**CHICAGO**

**MONTGOMERY**

**KENNEDY-MURRAY**

Nationwide  
Live Stock Service

Service Department  
Washington, D.C.

April 18, 1931.

## RECEIPTS AT CENTERS

SATURDAY, APRIL 11, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	200	4,000	4,000
Kansas City	750	1,200	5,000
Omaha	100	5,000	200
St. Louis	250	300	150
St. Joseph	400	2,000	1,000
Sioux City	200	3,500	700
St. Paul	100	800	300
Oklahoma City	100	300	100
Fort Worth	100	200	1,400
Milwaukee	100	100	—
Denver	—	300	8,300
Louisville	100	300	300
Wichita	100	700	100
Indianapolis	100	3,000	100
Pittsburgh	100	600	300
Cincinnati	100	1,000	—
Buffalo	100	600	200
Cleveland	—	500	—
Nashville	100	400	100

MONDAY, APRIL 13, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	25,000	42,000	19,000
Kansas City	20,000	10,000	14,000
Omaha	15,000	16,000	17,000
St. Louis	6,000	12,000	4,500
St. Joseph	3,500	8,000	13,000
Sioux City	4,000	10,000	3,700
St. Paul	4,500	10,000	1,000
Oklahoma City	500	700	300
Fort Worth	5,000	1,100	23,000
Milwaukee	300	1,000	100
Denver	2,100	5,400	4,700
Louisville	300	400	100
Wichita	2,300	3,400	500
Indianapolis	500	7,000	200
Pittsburgh	1,200	5,000	2,000
Cincinnati	1,000	4,000	400
Buffalo	1,500	6,400	6,500
Cleveland	900	3,600	2,200
Nashville	500	600	200

TUESDAY, APRIL 14, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	18,000	22,000
Kansas City	7,000	5,500	8,000
Omaha	6,500	9,500	11,000
St. Louis	4,000	12,000	1,500
St. Joseph	1,500	4,000	4,000
Sioux City	2,500	8,000	3,000
St. Paul	2,500	8,000	500
Oklahoma City	700	1,600	100
Fort Worth	2,800	1,000	5,300
Milwaukee	600	2,000	700
Denver	700	800	2,900
Louisville	100	500	200
Wichita	700	1,600	200
Indianapolis	1,400	600	500
Pittsburgh	400	2,600	100
Cincinnati	300	2,000	1,600
Buffalo	—	1,600	1,600
Cleveland	200	2,200	1,600
Nashville	300	300	100

WEDNESDAY, APRIL 15, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	14,000	10,000
Kansas City	4,000	4,500	15,000
Omaha	4,500	8,500	19,000
St. Louis	2,200	10,000	2,800
St. Joseph	1,400	2,500	6,000
Sioux City	2,300	6,000	2,500
St. Paul	2,400	9,500	700
Oklahoma City	600	1,200	200
Fort Worth	2,500	900	1,300
Milwaukee	500	1,200	300
Denver	600	1,200	8,000
Louisville	100	400	200
Wichita	600	1,900	300
Indianapolis	900	6,000	300
Pittsburgh	—	1,000	500
Cincinnati	400	1,800	200
Buffalo	100	1,500	300
Cleveland	500	1,500	800
Nashville	100	400	500

THURSDAY, APRIL 16, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	19,000	12,000
Kansas City	1,200	3,000	1,000
Omaha	2,000	8,000	11,000
St. Louis	1,700	9,000	1,400
St. Joseph	600	3,000	7,000
Sioux City	1,500	8,000	1,200
St. Paul	2,000	6,000	600
Oklahoma City	400	1,100	100
Fort Worth	900	1,000	5,000
Milwaukee	500	1,200	400
Denver	400	1,800	11,800
Louisville	200	300	100
Wichita	200	1,400	400
Indianapolis	1,000	7,000	200
Pittsburgh	—	500	300

## THE NATIONAL PROVISIONER

FRIDAY, APRIL 17, 1931.

	Cattle.	Hogs.	Sheep.
Cincinnati	—	300	4,200
Buffalo	100	1,500	100
Cleveland	—	300	1,000
Nashville	400	500	200

Cattle. Hogs. Sheep.

April 18, 1931.

## THE NATIONAL PROVISIONER

47

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, April 11, 1931, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,677	3,201	18,454
Swift & Co.	4,797	2,619	11,420
Wilson & Co.	3,735	4,065	6,754
Morris & Co.	1,967	1,621	3,229
Anglo-Amer. Prov. Co.	1,188	1,018	...
G. H. Hammond Co.	1,324	988	...
Libby, McNeil & Libby	462	...	...
Brennan Packing Co., 5,336 hogs; Independent Packing Co., 833 hogs; Boyd Lumber & Co., 964 hogs; Hygrade Feed Products Corp., 5,068 hogs; Agar Packing Co., 3,680 hogs; others, 26,007 hogs.			
Total: Cattle, 19,145; calves, 10,164; hogs, 35,320; sheep, 39,867.			

## KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,108	4,063	5,026
Cudahy Pkg. Co.	3,034	2,864	7,085
Fowler Pkg. Co.	517	2,280	2,380
Morris & Co.	3,562	6,827	6,423
Swift & Co.	3,781	2,884	4,458
Wilson & Co.	3,044	562	56
Others	1,177		
Total	18,233	19,346	25,408

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,924	14,570	8,120
Cudahy Pkg. Co.	3,674	10,246	12,740
Dold Pkg. Co.	1,039	6,194	...
Morris & Co.	2,248	179	6,309
Swift & Co.	4,192	7,861	17,179
Eagle Pkg. Co.	16		
Geo. Hoffmann Pkg. Co.	41		
Omaha Pkg. Co.	80		
So. Omaha Pkg. Co.	49		
Lincoln Pkg. Co.	144		
Morell Pkg. Co.	20		
Nagle Pkg. Co.	132		
J. Roth & Sons	32		
Sinclair Pkg. Co.	499		
Wilson & Co.	261		
Others	7	10,468	...
Total	17,408	58,518	44,357

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,738	1,615	5,250	1,722
Swift & Co.	2,007	2,814	4,017	1,310
Morris & Co.	615	408	766	...
East Side Pkg. Co.	876	...	3,975	129
Krey Pkg. Co.	28	256	5,939	491
American Pkg. Co.	65	42	2,792	146
Shippers	4,628	2,955	26,832	2,512
Others	2,890	496	13,594	1,080
Total	12,854	8,586	62,408	8,165

Total including 2,034 cattle, 1,842 calves, 32,141 hogs and 1,352 sheep bought direct.

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,852	648	7,275	15,756
Armour and Co.	2,023	402	3,437	6,161
Morris & Co.	1,605	288	3,724	2,187
Others	1,515	89	4,202	5,982
Total	7,905	1,427	18,638	30,066

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,710	188	13,110	4,180
Armour and Co.	3,624	141	12,887	3,515
Swift & Co.	1,876	173	6,384	2,510
Shippers	3,140	66	11,266	447
Others	268	27	20	...
Total	11,627	595	43,607	10,652

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,142	509	2,470	367
Wilson & Co.	1,159	515	2,516	617
Others	158	28	608	...
Total	2,459	1,052	5,594	984

Total including 162 cattle bought direct.

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,204	561	4,317	1,283
Jacob Dold Co.	442	21	2,922	18
Wichita D. B. Co.	30		...	...
Dunn-Ostertag	85		...	...
Keef-Lee Stougeon	34		...	...
Fred W. Dold	94		506	2
Total	1,979	582	7,745	1,302

Total including 4,455 hogs bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	965	158	3,979	6,791
Armour and Co.	1,051	161	2,717	7,501
Blayne-Murphy Co.	359	132	1,473	...
Others	831	187	1,512	3,713
Total	3,236	638	9,681	18,006

## THE NATIONAL PROVISIONER

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended April 11, 1931, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,402	4,076	11,911	1,876
Cudahy Pkg. Co.	398	1,454	...	...
Swift & Co.	4,956	6,025	18,132	2,926
United Pkg. Co.	1,703	81	...	...
Others	902	38	12,073	...
Total	11,361	11,674	42,116	4,802

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,614	10,004	8,040	439
Swift & Co., Chi.	140	...	...	...
W. G. Gunn & Co.	108	17	184	57
Brown Bros.	131	32	139	...
Shippers Pkg. Co.	28	24	104	...
Meler Pkg. Co.	111	19	220	...
Indiana Prov. Co.	52	3	207	3
Hoosier Abt. Co.	27	41	...	38
Shippers	868	1,933	12,749	453
Others	440	156	556	251
Total	3,053	15,337	9,515	621

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	8	...	44	44
E. Kahn's Sons Co.	1,458	937	5,956	3,129
Kroger G. & B. Co.	106	102	1,354	...
J. Lohrey Pkg. Co.	4	...	266	...
A. Sander Pkg. Co.	3	...	1,295	...
J. Schlaeter's Sons	203	228	3,315	30
J. & F. Schroth Co.	10	2,315	...	15
John F. Stegner	135	295	...	15
Ideal Pkg. Co.	...	...	450	...
Shippers	85	995	2,800	...
Others	939	493	3,633	187
Total	2,945	3,061	18,080	3,411

Total including 1,151 cattle, 5,368 hogs and 3,156 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended April 11, 1931, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	19,145	16,519	17,731	...
Kansas City	18,233	16,913	15,073	...
Omaha	17,408	16,066	18,129	...
St. Louis	14,388	9,760	6,476	...
St. Joseph	11,995	5,863	8,262	...
Sioux City	11,627	8,088	9,619	...
Oklahoma City	2,621	2,236	2,980	...
Wichita	1,979	1,731	1,329	...
Denver	3,236	3,671	3,277	...
St. Paul	11,361	10,365	8,937	...
Milwaukee	3,053	2,146	3,481	...
Indianapolis	3,935	3,930	4,906	...
Cincinnati	4,096	3,911	2,236	...
Total	119,577	105,399	102,448	...

Total including 1,151 cattle, 5,368 hogs and 3,156 sheep bought direct.

## HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	55,320	51,299	48,678	...
Kansas City	25,346	13,908	19,024	...
Omaha	58,518	67,500	73,889	...
St. Louis	94,549	62,904	20,011	...
St. Joseph	18,638	19,438	25,313	...
Sioux City	43,607	47,552	46,957	...
Oklahoma City	5,594	4,679	9,967	...
Wichita	12,200	5,718	8,893	...
Denver	9,681	6,154	5,276	...
St. Paul	42,116	45,539	40,496	...
Milwaukee	28,178	24,446	23,326	...
Indianapolis	23,457	23,688	14,965	...
Cincinnati	984	677	233	...
Total	420,719	381,062	345,832	...

Total including 1,151 cattle, 5,368 hogs and 3,156 sheep bought direct.

## SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	39,857	48,339	41,739	...
Kansas City	25,408	29,249	41,889	...
Omaha	44,357	42,071	45,770	...
St. Louis	9,517	9,846	5,453	...
St. Joseph	30,086	26,636	38,677	...
Sioux City	10,652	11,368	15,223	...
Oklahoma City	984	677	233	...
Wichita	1,302	1,587	3,938	...
Denver	18,005	34,786	39,482	...
St. Paul	4,902	5,972	2,943	...
Milwaukee	621	764	617	...
Indianapolis	957	1,818	1,441	...
Cincinnati	6,567	8,568	808	...
Total	193,115	221,471	238,161	...

Total including 1,151 cattle, 5,368 hogs and 3,156 sheep bought direct.

## CATTLE.

	Week ended Apr. 11.	Prev. week.	Cor. week.


<tbl\_r cells="4" ix="2" maxcspan="1" maxrspan="1

April 18, 1931.

## WORLD HOG PROSPECTS.

Somewhat firmer prices for hogs and pork products developed in late March and early April in domestic and foreign markets, according to U. S. Department of Agriculture reports. Unusually low values, however, continue to prevail. In the United States hog slaughter during March continued above that of a year ago for the third consecutive month. The increased slaughter, continued weak domestic demand, and reduced foreign outlet resulted in a larger accumulation of pork and lard stocks during the first quarter of 1931 than in the same period of 1930.

Conditions in Europe surrounding hog production continue to develop unfavorably, with hog prices weak until recently, and feed prices tending upward in several important Continental European producing countries.

In Germany, the hog-feed ratio has been unfavorable during recent months, and March 1 figures indicated smaller total hog numbers than on December 1, 1930. There were increases in young pigs and brood sows between those two dates, but the percentage increase was considerably smaller than between those two dates of last season.

In Denmark also there are indications of reduced profit in hogs, but probably to a smaller degree than in Germany.

Liverpool lard stocks were larger on

April 1 than for the preceding month. Imports of lard into Germany also were larger than in recent months. European imports of American cured pork for February, however, continued at reduced figures, with British markets liberally supplied from continental sources.

→ → →

## MARCH FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers in March, 1931, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep and lambs
Baltimore	6,816	1,595	58,000	1,158
Buffalo	6,021	2,463	57,588	5,432
Chicago	113,911	46,496	506,941	201,559
Cincinnati	13,251	8,002	74,942	12,765
Cleveland	5,451	6,349	46,476	10,854
Denver	5,449	1,632	30,803	26,019
Detroit	5,901	8,432	49,808	6,674
Fr. Worth	18,832	12,034	28,454	52,271
Indpls.	13,416	4,655	59,625	7,410
Kan. City	53,221	13,863	157,075	132,101
Milwaukee	12,248	60,333	90,791	3,385
N. S. Yds.	22,457	10,595	83,118	13,067
New York	33,875	67,030	98,311	26,536
Omaha	7,045	4,183	21,534	15,536
Philila.	7,549	3,247	73,161	15,576
St. Louis	11,987	6,282	118,571	4,168
Saint Paul	30,351	2,033	148,126	59,983
St. Joe	21,633	4,496	61,437	103,714
St. St. Paul	43,290	55,740	163,014	39,252
Wichita	6,795	1,809	33,347	7,822
Others	134,820	88,408	1,395,469	200,704
Total:				
Mar., 1931	635,449	415,565	3,522,911	1,323,565
Mar., 1930	615,355	387,994	3,392,302	1,327,992
9 mo. ended				
Mar., 1931	6,148,389	3,420,063	33,872,771	12,847,353
9 mo. ended				
Mar., 1930	6,302,384	3,259,913	35,696,976	11,255,060

## THE WEEK IN HOG FUTURES.

Transactions in the hog future market are reported by the Chicago Livestock Exchange for the week ended Apr. 17, 1931, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended	Since March 1,
Pounds sold	115,500	10,682,500
Hogs sold	550	550
Contracts sold	7	1,120
Hogs delivered		17,664
Pounds delivered		4,011,120
Av. wt. hogs delivered		200

Active quotations on future contracts for the week ended April 17, 1931:

	Light.*	Med.	Heavy
SATURDAY, APRIL 11, 1931.	\$ 8.75	...	...
MONDAY, APRIL 13, 1931.	...	...	...
Sept.	\$ 8.50	...	...
APRIL 14-16, INCL 1931.	NO TRANSACTIONS.	...	...
FRIDAY, APRIL 17, 1931.	...	...	...
June	\$ 8.15	...	...
Sept.	8.00	...	...

\*Light hogs—not less than 170 lbs. nor more than 210 lbs.; Medium hogs—not less than 190 lbs. nor more than 260 lbs.; Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; exceeding hogs weighing under 160 lbs., or more than 320 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

## HIDE EXPORTS INCREASE.

For the first time in seven years exports of cattle hides exceeded imports during February, according to statistics of the New York Hide Exchange. February imports, the smallest in ten years, fell to 80,000 hides, against 107,000 in January, 1931, and 380,000 in February, 1930. Exports during February rose to 85,000, against 74,000 in January and 68,000 in February, 1930.

Record low domestic prices, coupled with reduced European meat consumption and the resultant smaller foreign production of hides, were held directly responsible for the lighter imports and the increased exports. Prices abroad, regardless of the 10 per cent U. S. duty, have been above domestic values.

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Apr. 16, 1931:

Hogs (Soft or oily hogs and roasting pigs excluded):		CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-180 lbs.) gd-ch.	\$ 7.75@ 7.95	\$ 7.65@ 7.90	\$ 7.15@ 7.40	\$ 7.00@ 7.50	\$ 7.40@ 7.50	\$ 7.50
Lt. wt. (160-180 lbs.) gd-ch.	\$ 7.80@ 7.95	\$ 7.75@ 7.85	\$ 7.25@ 7.40	\$ 7.25@ 7.50	\$ 7.40@ 7.50	\$ 7.50
(180-200 lbs.) gd-ch.	\$ 7.80@ 7.95	\$ 7.75@ 7.85	\$ 7.25@ 7.40	\$ 7.30@ 7.50	\$ 7.40@ 7.50	\$ 7.50
Med. wt. (200-220 lbs.) gd-ch.	\$ 7.65@ 7.95	\$ 7.60@ 7.85	\$ 7.25@ 7.40	\$ 7.30@ 7.50	\$ 7.35@ 7.50	\$ 7.50
Hvy. wt. (220-250 lbs.) gd-ch.	\$ 7.40@ 7.80	\$ 7.45@ 7.75	\$ 7.10@ 7.40	\$ 7.10@ 7.45	\$ 7.45@ 7.50	\$ 7.40
Hvy. wt. (250-280 lbs.) gd-ch.	\$ 7.10@ 7.55	\$ 7.15@ 7.55	\$ 6.85@ 7.25	\$ 6.85@ 7.30	\$ 6.85@ 7.25	\$ 6.85
Pkg. sows (250-300 lbs.) med-ch.	\$ 9.00@ 7.25	\$ 9.00@ 7.30	\$ 6.50@ 7.05	\$ 6.70@ 7.00	\$ 6.50@ 6.80	\$ 6.50
Slt. pigs (100-120 lbs.) gd-ch.	\$ 7.50@ 7.85	\$ 7.25@ 7.85	\$ 6.00@ 6.35	\$ 5.90@ 6.40	\$ 5.75@ 6.25	\$ 6.25
Av. cost & wt. Thurs. (pigs excl.)	7.40-280 lbs.	7.58-200 lbs.	6.87-273 lbs.	7.07-239 lbs.	7.25-200 lbs.	7.75

## Slaughter Cattle and Calves:

STEERS (600-900 LBS.):		Choice	Good	Medium	Common
		8.75@ 10.00	8.75@ 9.50	8.25@ 9.25	8.00@ 9.00
		7.50@ 8.75	7.00@ 8.75	7.25@ 8.25	7.00@ 8.00
		7.25@ 7.50	7.00@ 7.25	6.25@ 7.25	6.00@ 7.25
		5.25@ 6.75	6.25@ 6.25	5.00@ 6.25	4.75@ 6.00

STEERS (900-1,100 LBS.):		Choice	Good	Medium	Common
		8.50@ 9.75	8.75@ 9.50	8.25@ 9.25	8.00@ 9.00
		7.50@ 8.75	7.00@ 8.75	7.25@ 8.25	7.00@ 8.00
		7.25@ 7.50	7.00@ 7.25	6.25@ 7.25	6.00@ 7.25
		5.25@ 6.75	6.25@ 6.25	5.00@ 6.25	4.75@ 6.00

STEERS (1,100-1,300 LBS.):		Choice	Good	Medium	Common
		8.75@ 9.50	8.75@ 9.50	8.25@ 9.25	8.00@ 9.00
		7.50@ 8.75	7.00@ 8.75	7.25@ 8.25	7.00@ 8.00
		7.25@ 7.50	7.00@ 7.25	6.25@ 7.25	6.00@ 7.00
		5.25@ 6.75	6.25@ 6.25	5.00@ 6.25	4.75@ 6.00

STEERS (1,300-1,500 LBS.):		Choice	Good	Medium	Common
		8.75@ 9.50	8.75@ 9.50	8.25@ 9.25	8.00@ 9.00
		7.50@ 8.75	7.25@ 8.75	7.25@ 8.25	7.00@ 8.00
		7.25@ 7.50	7.00@ 7.25	6.25@ 7.25	6.00@ 7.00
		5.25@ 6.75	6.25@ 6.25	5.00@ 6.25	4.75@ 6.00

HEIFERS (550-850 LBS.):		Choice	Good	Medium	Common
		7.50@ 8.50	8.75@ 8.00	7.00@ 7.75	7.00@ 8.00
		6.50@ 7.75	7.00@ 7.50	6.00@ 7.25	6.00@ 7.25
		6.00@ 7.00	6.00@ 7.00	5.25@ 6.50	5.00@ 6.25
		5.50@ 6.00	4.75@ 5.50	4.00@ 4.50	4.50@ 5.00

COWS:		Choice	Good	Com.-med.	Low cutter and cutter
		5.25@ 6.00	5.75@ 6.25	5.00@ 6.00	5.25@ 5.75
		5.00@ 5.25	5.00@ 5.75	4.50@ 5.25	4.75@ 5.25
		4.50@ 5.00	4.50@ 5.00	4.00@ 4.50	4.00@ 4.50
		3.25@ 4.50	3.00@ 4.50	3.00@ 4.25	3.00@ 4.00

BULLS (YRLS. EX. BEEF):		Gd-ch.	Cut-med.	Out-med.
		4.00@ 5.00	4.25@ 5.00	3.50@ 4.50
		3.50@ 4.40	3.50@ 4.50	3.25@ 4.00
		3.00@ 4.00	3.00@ 4.50	3.25@ 4.00

VEALERS (MILK-FED):		Gd-ch.	Medium	Cul-com.
		7.00@ 8.00	6.50@ 8.00	6.00@ 8.00
		5.50@ 7.00	4.50@ 6.50	5.00@ 6.00
		4.00@ 5.50	3.00@ 4.50	3.00@ 5.00

CALVES (250-500 LBS.):		Gd-ch.	Com.-med.
		5.00@ 6.50	6.00@ 8.00
		4.00@ 5.50	3.50@ 5.50

Lamb (90 lbs. down): gd-ch....

Medium..... 8.25@ 9.15

(All weights)—Common..... 6.50@ 8.25

Yearling Wethers:

(90-110 lbs.)—Med-ch....

Ewes: (90-120 lbs.)—Med-ch....

(120-150 lbs.)—Med-ch....

(All weights)—Cul-com....

Sheep quotations on wooled basis.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Apr. 11, 1931:

Week ended	New York	Boston	Pids.
Apr. 11, 1931	10,464	1,060	11,63
Apr. 12, 1931	11,847	2,111	11,63
Mar. 21, 1931	52,329	11,498	52,329
To date, 1931	223,440	19,589	111,63

To date, 1931..... 223,440

Apr. 12, 1930..... 68,484

Apr. 5, 1930..... 44,720

To date, 1930..... 589,883

189,284

111,63

111,63

111,63

111,6

## Hide and Skin Markets

### Chicago.

**PACKER HIDES**—The packer hide market was more or less of a two-sided affair during the past week, with two separate and distinct markets on light native and branded cows. There was trading in light native cows at the steady price of 8½c to tanners for mixed dating running back to February, with couple cars February to April dating reported early at 9c. Hides for delivery against future contracts on the Exchange must be sold on basis of each month's straight take-off, and with the present position of prices on the Exchange, speculators were willing to pay 8¾c for straight March hides and up to 9¼c for straight April take-off. There was also considerable trading in branded cows for delivery at a half-cent premium over last week's prices.

Trading in other descriptions was at steady prices, except that ¼@½c premium was paid for St. Paul take-off on some descriptions, those hides running only slightly grubby. The total for the week is estimated around 60,000 hides, with about 11,000 more moved at the close of last week. The dating was considerably mixed, running January to March on couple lots of branded steers and February into April on some other descriptions, apparently representing clean-up trading on the early winter hides. Despite the liberal run of cattle recently, and the light trade of last week on hides, the market must be considered firm at these levels at the moment. The leather market has shown very little improvement lately except on the cheaper grades of leather, where slightly better prices are being secured.

Spready native steers 10½@11c, nom. Native steers sold in a good way at 9c for mixed dating, mostly March-April; 2,600 March-April St. Pauls sold at 9¾c. Extreme native steers were sold in a good way at 8½c, mostly to a shoe-manufacturing tanner.

Butt branded steers moved in a limited way at 9c, and Colorados sold at 8¾c. One lot of 2,200 Heavy Texas steers brought 9c; 1,000 light Texas steers sold at 8½c, and extreme light Texas steers quoted 8c, nom., all steady prices.

A car St. Paul heavy native cows moved at 8½c, with an 8c market quoted for regular points. Light native cows moved at a variety of prices and datings; late sale of 5,000 March light cows to a shoe manufacturer is looked upon as establishing the market to consumer outlets at 8½c, steady; however, couple cars February to April cows sold earlier at 9c, and several lots of mixed dating at 8½c, while sales for delivery on exchange were reported at 8¾c for 2,000 March hides and 9¾c for three cars straight April take-off. Straight March and April branded cows sold at 8½c, also couple lots mixed dating same figure; however, 8c nominal market generally quoted for current mixed lots to consumer outlets.

One packer sold 1,000 February forward native bulls late last week at 6c, steady. Branded bulls around 5@5½c.

Light trade in South American market, with last sale 4,000 Anglo steers at \$32.37½, equal to 11½c, c.i.f. New York, as against \$31.50 or 12½c paid last week, wide fluctuation in exchange

rate accounting for difference in gold values.

**SMALL PACKER HIDES**—One local small packer sold 5,000 April hides this week at 8½c for all-weight native steers and cows and 8c for branded; another killer now confirms sale of 3,000 last week, same basis. Local small packer association sold two cars April light native cows at 9¼c, and two cars earlier at 8¾c.

**COUNTRY HIDES**—Market steady. All-weights around 48 lb. av. could be sold at 6½@6½c. Heavy steers and cows quoted 5½@6c, top asked. Couple cars buff weights sold at 6½c. Extremes, 25/45 lb., average current run, sold at 7½c, with some asking 8c. Bulls quoted 4@4½c, selected, asked. All-weight branded 5@5½c, flat, less Chicago freight.

**CALFSKINS**—Although one packer moved some northern calfskins at 14½c, these were very light average skins and not looked upon as establishing the market, due to the very dull demand for light calf recently. Market on usual average skins quoted 16@17c.

Chicago city calfskins quoted 12c last paid for 8/10 lb., and 15½@16c for 10/15 lb., with some available on this basis. Mixed city and country skins 11@11½c; straight countries 9½@10c.

**KIPSKINS**—Last open trading in packer January native kipskins was at 13c for northerns. One lot of overweight kips sold recently at 11c for northerns. Branded quoted 9c.

Chicago city kipskins quoted 11½@12c, top last paid. Mixed city and country skins 9½@10c; straight countries 8@8½c.

Packer regular slunks quoted 80@85c; hairless 25@30c, nom.

**HORSEHIDES**—Market about steady, with choice city renderers quoted \$3.25@3.35, mixed city and country lots \$2.50@2.75, and straight countries \$2.00@2.25.

**SHEEPSKINS**—Dry pelts last sold at 9c for 1¼ in. and up wool, short wools 5@6c. One big packer sold 20,000 shearlings at 45c for No. 1's, 22½c for No. 2's, running mostly to No. 2's; fresh clips last sold at 15c. Market not yet established on small packer shearlings. Pickled skins dull and quoted \$1.50@1.75 per doz. straight run of packer lamb at Chicago. Lamb pelts about cleaned up, with last sales of March pelts at \$1.00. Spring lambs coming in but market not yet established; wool market has sagged further recently and slowed up trade. Counter lamb pelts quoted 50@65c.

**PIGSKINS**—No. 1 pigskin strips 4@5c lb., Chicago; gelatine scraps 2½c.

### New York.

**PACKER HIDES**—No activity as yet on April hides and March steers were sold up earlier in the month. Nominal market quoted on parity with Chicago prices.

**COUNTRY HIDES**—Trading rather slow in country market. All-weights quoted 6@6½c; buff weights generally quoted 6½@6½c, extremes 7½@7½c, some held higher.

**CALFSKINS**—Last trading in 5-7's was at \$1.35 for packers' and \$1.25 for collectors' skins. About three cars sold this week at \$1.65 for collectors' 7-9's, and \$2.60 for packers' 9.12's.

### New York Hide Exchange Futures.

Saturday, April 11, 1931—Close: Apr. 9.70n; May 10.05b; June 10.50n; July 10.90n; Aug. 11.30n; Sept. 11.65@11.69; Oct. 12.10n; Nov. 12.50n; Dec. 12.95@13.10; Jan. 13.15n; Feb. 13.50n; Mar. 14.00b. Sales 36 lots.

Monday, April 13, 1931—Close: Apr. 9.85n; May 10.25b; June 10.85n; July 11.25n; Aug. 11.65n; Sept. 12.03n; Oct. 12.45n; Nov. 12.85n; Dec. 13.30n; Jan. 13.35n; Feb. 13.70n; Mar. 14.15@14.30. Sales 56 lots.

Tuesday, April 14, 1931—Close: Apr. 10.00n; May 10.40@10.45; June 10.85n; July 11.25n; Aug. 11.65n; Sept. 12.20 sale; Oct. 12.65n; Nov. 13.05n; Dec. 13.48@13.50 sales; Jan. 13.65n; Feb. 14.10n; Mar. 14.60@14.70. Sales 73 lots.

Wednesday, April 15, 1931—Close: Apr. 10.20n; May 10.60@10.65; June 11.05n; July 11.45n; Aug. 11.85n; Sept. 12.20 sale; Oct. 12.65n; Nov. 13.05n; Dec. 13.48@13.50 sales; Jan. 13.65n; Feb. 14.10n; Mar. 14.60@14.70. Sales 73 lots.

Thursday, April 16, 1931—Close: Apr. 10.00n; May 10.40@10.55; June 10.90n; July 11.35n; Aug. 11.75n; Sept. 12.20 sale; Oct. 12.65n; Nov. 13.05n; Dec. 13.48@13.50 sales; Jan. 13.65n; Feb. 14.05n; Mar. 14.50@14.60. Sales 35 lots.

Friday, April 17, 1931—Close: May 10.25@10.40; June 10.75n; July 11.25n; Aug. 11.65n; Sept. 12.10 sale; Oct. 12.50n; Nov. 12.90n; Dec. 13.30n; Jan. 13.50n; Feb. 13.90n; Mar. 14.35@14.50. Sales 53 lots.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Apr. 17, 1931, with comparisons, are reported as follows:

		PACKER HIDES.	
Week ended	Prev. week.	Cor. week.	1930.
Apr. 17.			
Spk. nat.	..... 10½@11n	10 @10½	15½@16n
Hvy. nat.	..... 9 @ 9½	9 @ 9	9 @ 14
Hvy. Tex. stra.	..... 9	9	9 @ 14
Hvy. butt brnd'd.	..... 9	9	9 @ 14
Hvy. Col. stra.	..... 9	9	9 @ 14
Hvy. light Tex.	..... 8 @ 8½n	8 @ 8n	8 @ 12
Brnd'd. cows.	8 @ 8½	8 @ 8	8 @ 12
Hvy. nat.	..... 8 @ 8½	8 @ 8	8 @ 12
Lt. nat. cows	..... 8 @ 8½	8 @ 8½	8 @ 12½
Nat. bulls..	..... 6	6	6 @ 9½
Brnd'd. bulls.	5 @ 5½n	5 @ 5½n	5 @ 8½
Calfskins.	..... 16 @ 17n	16 @ 18x	16 @ 18
Kips, nat...	..... 13	13	17
Kips, ov-wt...	..... 11	11	15½
Kips, brnd'd.	..... 9	9	13½
Slunks, reg. 80	85	80	120
Slunks, hrs. 25	30 @ 30	25 @ 30	25
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			
CITY AND SMALL PACKERS.			
Nat. all-wts.	..... 8 @ 8½	8 @ 8½n	12½
Brnd'd....	..... 8 @ 7½	8 @ 8n	11½
Nat. bulls...	..... 6n	6n	9
Brnd'd. bulls.	5 @ 5½n	5 @ 5½n	8
Calfskins...	..... 14n	14n	16½@18½n
Kips.....	..... 11½@12n	12	15½@16½n
Slunks, reg. 70	75 @ 80	75 @ 80	1.00@1.15
Slunks, hrs. 20	20 @ 25	20 @ 25	25 @ 25n
COUNTRY HIDES.			
Hvy. steers...	..... 6ax	6ax	9½
Hvy. cows...	..... 6ax	6ax	9½
Bulls.....	..... 6½	6½	6½
Extremes...	..... 7½	7½	7½
Bulls.....	..... 4 @ 4½	4 @ 4½	7ax
Kips.....	..... 9½@10n	10	10½@11n
Calfskins.....	..... 8 @ 8½n	8½ @ 9	12½n
Light calf...	..... 60	60	75
Deacons....	..... 60	60	75
Slunks, reg. 30	30 @ 35	30 @ 35	6 @ 7½
Slunks, hrs. 5	5 @ 10n	5 @ 10n	5 @ 10
Horsehider...	..... 2.00@3.35	2.00@3.35	3.00@4.50

SHEEPSKINS.			
Pkr. lambs...	..... 61.00	..... 1.00	1.30@1.40
Sm. pkr.	..... 60	60	60
lambs...	..... 60	60	60
Pkr. shearling	42½@45	42½@45	40 @ 55
Dry pelts...	6 9	6 9	6 11

# Chicago Section

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 21,922 cattle, 8,882 calves, 44,992 hogs, and 37,601 sheep.

Robert Mair, head of Swift & Company's export department, reports that W. C. Davis of this department, who has been on a foreign trip, is expected home shortly.

R. C. Johnson, manager, smoked meat department, Cudahy Packing Co., Chicago, who was the victim of a long and rather serious illness, returned to duty during the week.

Percy Hill, head of export sales for Armour and Company, who has been ill for a long time, is well enough again to spend a short time at his desk, but is not able to attend to business regularly.

E. C. Andrews, president of the Jacob Dold Packing Co., Buffalo, N. Y., sailed from Southampton for New York with Mrs. Andrews on April 18, after a three months' sojourn abroad, including a visit to the Holy Land.

Provision shipments from Chicago for the week ended April 11, 1931, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
Cured meats, lbs.	14,146,000	10,011,000	15,720,000
Fresh meats, lbs.	47,976,000	38,359,000	42,194,000
Lard, lbs.	.....	7,248,000	5,417,000
			5,081,000

J. L. Hunt was recently appointed assistant to F. Nymeyer, head of the research department, Armour and Company. Mr. Hunt was formerly assistant general plant accountant, and he is succeeded in that position by G. W. Byrkit, former office manager at South St. Paul.

James G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y., was a visitor in Chicago during the week. Mr. Cownie, a veteran in the export provision business, is of the opinion that it will be difficult to increase exports materially until product can be offered to the European trade at lower price levels. Packers, he feels, have paid relatively more for their raw material this year than other great industrialists, and it has been impossible to move this product into consumptive channels readily at necessary price levels. Six cent hogs next winter and plenty of them, would be good business for both the packer and the hog producer, he says.

## FAMOUS BEEF EXPERT DIES.

"Jack" Hill, manager of the Stock Yard Inn and the Saddle and Sirloin Club, and well known to Chicago and visiting packers and livestock men from all over the world, died at the inn on April 13 after a brief illness. He was 60 years of age.

Jonathan A. Hill was a native of Wisconsin and came to Chicago in 1900 as manager of the old Transit House at the Chicago yards. After that famous

hotel burned and the present inn was built he was made its manager, as well as manager of the club. In that capacity he was host to people of prominence who were visitors to the Yards from all over the United States and the world. His genial disposition made for him a wide circle of friends in the livestock and meat industry. He was reputed to be the best judge of beef in the world, and both the inn and the club became famous for their roasts, steaks and chops.

Mr. Hill is survived by his widow and one son, Jesse Hill, who is associated with Miller & Hart. Funeral services were held on Wednesday, with interment at Mount Hope Cemetery. O. T. Henkle, manager of the Union Stock Yards, and Col. John Roberts were among the pallbearers.

## DUNLEVY-FRANKLIN CHANGES.

Announcement is made of the retirement of George L. Franklin as president of the Dunlevy-Franklin Company, Pittsburgh, Pa., packers. For some time Mr. Franklin has been co-receiver for one of the large Pittsburgh chain store organizations, and this has taken up so much of his time that he has severed his connections with the packing company, both as officer and director.

M. J. Hennessey, the dynamic vice president and sales head of the company, becomes its president. Secretary Alan G. Donnelly becomes vice president and sales manager, and Wm. G. Horne remains as treasurer. No changes in the sales or operating organization are contemplated.



HUSTLER HITS THE TOP.

M. J. Hennessey, vice president, Dunlevy-Franklin Company, Pittsburgh, Pa., and famous as a sales executive in the packing field, heads his company upon the retirement of Geo. L. Franklin.

## OLDEST CASINGS HOUSES MERGE.

An event of more than passing interest to the packing and sausage industries is the announcement in this week's issue of THE NATIONAL PROVISIONER of the consolidation of the business of two of the oldest and best-known companies in the sausage casing field—S. Oppenheimer & Co. and Bechstein & Co., of New York, Chicago and with offices in various foreign countries.

The founding of both of these companies dates back to the early days of the packing business as it exists today. In 1868 Sigmund Oppenheimer, a young German merchant who had emigrated to this country, founded the firm which bears his name and began the business which has continued for the past 63 years. By hard work, foresight and fair dealing the business grew and prospered, until today this company represents not only the oldest but one of the largest concerns catering to the needs of the sausage industry. Associated with him for many years in the Middle West territory was Gustav Freund, beloved by those of the older and the present generations who knew him as friend and business associate.

The story of the house of Bechstein & Co. is also a story of business development over two generations. It was founded by A. E. Bechstein 45 years ago. There was later associated with him Samuel Dalton, who was well-known to all of the meat packing fraternity in the Middle West.

Announcement of the consolidation of these two houses promises a continuance and improvement in a business and service which is international in its scope. In addition to its various local branches throughout the United States, the new firm, which will carry the name of S. Oppenheimer & Co., operates branches and cleaning establishments in Australia and New Zealand. In active touch with all of the great markets of the world in their line, they are today one of the largest importers and exporters of sausage casings. Headquarters for the consolidated company will be at 610 Root st., Chicago, Illinois.

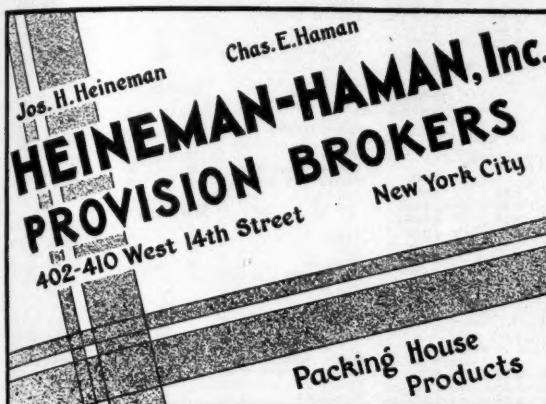
An interesting feature of this consolidation is a review of the personnel of the two companies, who will now be associated in a united endeavor to serve the trade. Included are such executives as Lawrence C. Stix, Claude S. Beall and Robert M. Altman, as well as Fred E. Bechstein and Robert Bechstein, all of whom have spent most of their business lives with these houses. No change is contemplated in the distributing end of the consolidated organization.

The old staff will continue to serve, including such landmarks of the trade as Nathan Wolfskehl, who has been with Bechstein for 37 years, and who at the age of 78, is one of the liveliest casings salesmen in the East.



## PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.  
EXCLUSIVE PACKERS REPRESENTATIVES  
PACKING HOUSE PRODUCTS  
SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT  
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113



## F. C. ROGERS, INC.

Ninth and Noble Sts.

PHILADELPHIA

### PROVISION BROKER

*Member of New York Produce Exchange  
and Philadelphia Commercial Exchange*

### H. PETER HENSCHIEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION  
59 East Van Buren St., Chicago, Ill.

### JAMISON IN THE SOUTHEAST.

J. V. Jamison, jr., president of the Jamison Cold Storage Door Co., Hagerstown, Md., has recently announced the appointment of Southern Ice Supply Co., Marietta, Ga., to represent the Jamison organization in the Southeast, covering the states of North and South Carolina, Georgia, Florida, Alabama, Mississippi and Tennessee. The new Southern agents are an old-established concern. This arrangement will be of benefit to cold storage door users located throughout the Southeast. Jamison and Stevenson doors enjoy wide use in this territory, many of the long life-time records for which these doors are famous having been made here.

The appointment of the Southern Ice Supply Co. in the Southeast is another step in the Jamison policy of nation-

wide organization and distribution through capable, technically-trained men, qualified to advise on the application of Jamison and Stevenson products to the needs of refrigeration users. With the home office and manufacturing plant located in Hagerstown, Md., and the facilities of three trunk lines and advantageous freight rates, together with its nation-wide technically-trained representation, the Jamison organization is prepared to serve the trade to good advantage.

### SCALE PRICES REDUCED.

The Toledo Scale Company, Toledo, Ohio, has just announced improvements in all scale models, as well as a reduction in the prices of retail, industrial, parcel post and person weigher scales. A three-year standardization program,

whereby the number of manufactured scale parts was greatly reduced, has just been completed by this company. The savings resulting have been devoted to improving Toledo quality.

### PERRY MANAGER OF WM. DAVIES.

Rex W. Perry, a member of the board of directors of Canada Packers, Ltd., Toronto, Can., has been appointed manager of Wm. Davies Co., Inc., Chicago. Mr. Perry is a veteran packinghouse man, well known for his efficiency and ability. He was with Gunn's, Ltd., Toronto, for over 20 years. When this company, formerly an Armour and Company subsidiary, merged with Canada Packers, Ltd., in August, 1927, Mr. Perry remained. He was manager of Gunn's at the time of his Wm. Davies Co. appointment.

Main Office  
332 S. La Salle St.  
CHICAGO, ILL.  
All Codes

On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

## E.G. JAMES COMPANY

### PROVISION BROKERS

Beef, Provisions, Packing House Products,  
Tallow, Greases, Fertilizer Materials, Bone  
Materials, Animal Feeds, Whale Guano  
Bird Guano

We trade in Domestic, Canadian, European,  
Australian, New Zealand and South  
American products on  
Brokerage basis



Branch Office  
148 State St.  
BOSTON, MASS.

We specialize in taking care  
of the requirements of buyers  
located all over the United  
States and Canada. Offerings  
telegraphed promptly on re-  
ceipt of inquiries.

Our 1931 Market Calendar now ready—Price \$3.50 each

April 18, 1931.

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual cariot trading, Thursday,  
Apr. 16, 1931.

REGULAR HAMS.		LARD—		FUTURE PRICES.			
Green. Standard.	Sweet Pickled. Standard.	Fancy.	Open.	High.	Low.	Close.	SATURDAY, APRIL 11, 1931.
8-10	16	17½	Apr. ....	8.80	8.82½	8.80	8.82½ ax
10-12	14%	15½	July	8.87½-00	8.95	8.87½	8.95b
12-14	13%	14½	Sept. ....	9.10	9.02½	9.10b	9.10b
14-16	13%	13½	Oct. ....	....	....	9.07½ b	9.07½ b
16-18 range	13%	....	....	....	....	....	....
BOILING HAMS.		CLEAR BELLIES—		MONDAY, APRIL 13, 1931.			
Green. Standard.	Sweet Pickled. Standard.	Fancy.	LARD—	Open.	High.	Low.	Close.
16-18	12½	12½	Apr. ....	....	....	....	8.80n
18-20	12½ @12½	12½	May	8.82½	8.82½	8.80	8.80ax
20-22	12½	12½	July	8.97½	8.97½	8.95	8.95ax
22-24	12½	12½	Sept. ....	9.15-12½-0.15	9.10	9.10ax	9.10ax
24-26	12½	12½	Oct. ....	....	....	9.10ax	9.10ax
SKINNED HAMS.		CLEAR BELLIES—		TUESDAY, APRIL 14, 1931.			
Green. Standard.	Sweet Pickled. Standard.	Fancy.	LARD—	Open.	High.	Low.	Close.
10-12	15	15	May	10.55	....	....	10.55
12-14	14%	14%	July	10.80	....	....	10.80
14-16	14½	14½	....	....	....	....	....
16-18	14%	14	....	....	....	....	....
18-20	14%	14%	....	....	....	....	....
20-22	13%	13½	....	....	....	....	....
22-24	13%	13½	....	....	....	....	....
24-26	13%	13½	....	....	....	....	....
26-28	11½	11½	....	....	....	....	....
30-35	11	11½	....	....	....	....	....
PICNICS.		CLEAR BELLIES—		WEDNESDAY, APRIL 15, 1931.			
Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.	LARD—	Open.	High.	Low.	Close.
4-6	9%	9½	May	10.52½	....	....	10.52½ ax
6-8	9	8½	July	....	....	....	10.80ax
8-10	8½	8½	....	....	....	....	....
10-12	8½	8½	....	....	....	....	....
12-14	8½	8½	....	....	....	....	....
BELLIES.		CURED.		THURSDAY, APRIL 16, 1931.			
Green.	Cured.	Dry Sq. Sds.	Cured.	LARD—	Open.	High.	Close.
6-8	18	17½	18½	Apr. ....	....	....	8.70n
8-10	16½	15½	16½	May	8.82½	8.82½	8.75
10-12	15	14%	15%	July	8.95	8.95	8.90
12-14	13%	13	14	Sept. ....	9.07½	9.07½	9.05
14-16	12½	12½	13½	Oct. ....	....	....	9.07½ n
16-18	12½	11½	12½	....	....	....	....
D. S. BELLIES.		CLEAR BELLIES—		FRIDAY, APRIL 17, 1931.			
Standard.	Clear. Fancy.	Rib.	LARD—	Open.	High.	Low.	Close.
14-16	....	....	May	8.70	....	....	8.70n
16-18	11	12½	July	8.87½	8.87½	8.85	8.85
18-20	10%	11%	Sept. ....	9.00	....	....	9.00
20-25	10%	11%	Oct. ....	....	....	....	9.00n
25-30	10%	11%	....	....	....	....	....
30-35	10%	....	....	....	....	....	....
35-40	10%	....	....	....	....	....	....
40-50	10%	....	....	....	....	....	....
D. S. FAT BACKS.		CLEAR BELLIES—		LARD—			
Standard.	Export Trim.	Apr.	May	June	July	Aug.	Sept.
8-10	6%	7	10.50	10.50	10.37½	10.37½	10.37½
10-12	6%	7	....	....	....	....	....
12-14	7	7½	....	....	....	....	....
14-16	7½	7½	....	....	....	....	....
16-18	8½	8½	....	....	....	....	....
18-20	8%	8½	....	....	....	....	....
20-25	9	9½	....	....	....	....	....
OTHER D. S. MEATS.		CLEAR BELLIES—		LARD—			
Extra short clears.....	35-45	10½ n	May	10.27½	10.27½	10.25	10.25ax
Extra short ribs.....	32-45	10½ n	July	10.50	10.55	10.50	10.55
Regular plates.....	6-8	7½	....	....	....	....	....
Clear plates.....	4-6	6%	....	....	....	....	....
Jowl butts.....	....	6%	....	....	....	....	....
Green square jowls.....	....	7½	....	....	....	....	....
Green rough jowls.....	7	9½	....	....	....	....	....

Key: ax, asked; b, bid; n, nominal; — split.

## ANIMAL OILS.

Prime edible lard oil.....	8.65n
Headlight burning oil.....	8.70
Prime winter strained.....	8.65
Extra winter strained.....	8.65
Extra lard oil.....	8.65
Extra No. 1.....	8.65
No. 1 lard.....	8.65
No. 2 lard.....	8.65
Acidless tallow oil.....	8.65
20 D. C. T. neatfoot.....	8.65
Pure neatfoot oil.....	8.65
Special neatfoot oil.....	8.65
Extra neatfoot oil.....	8.65
No. 1 neatfoot oil.....	8.65

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.45
Oak pork barrels, black iron hoops.....	1.55
Ash pork barrels, galv. iron hoops.....	1.05
White oak ham tierces.....	2.50
Oak lard tierces.....	2.00
White oak lard tierces.....	2.20

## CHICAGO RETAIL MEATS

### Beef.

Week ended Apr. 15, 1931.		Cor. wk.	No. No. No. No. No. No.		
1.	2.	3.	1.	2.	3.
Bib roast, hvy. end.28	27	16	35	30	18
Bib roast, lt. end.30	28	15	45	30	20
Chuck roast.....	18	16	32	27	21
Steaks, round.....	30	20	50	40	25
Steaks, sirloin 1st.35	25	20	45	35	25
Steaks, porterhouse.40	38	20	60	50	30
Steaks, flank.....	25	16	38	35	25
Beef stew, chuck.16	14	10	27	22	18
Corned briskets, boneless.....	24	23	32	28	22
Corned plates.15	15	8	20	18	12
Corned rumps, bns.22	22	15	25	22	18

### Lamb.

Good.	Com.	Good.	Com.
Hindquarters.....	28	15	30
Legs.....	28	15	28
Stews.....	15	10	15
Chops, shoulder.25	20	15	20
Chops, rib and loin.40	40	25	40

### Mutton.

Legs.....	24	24	24
Stew.....	14	14	14
Shoulders.....	16	16	16
Chops, rib and loin.35	35	35	35

### Pork.

Loins, 8@10 av.19	21	25	28
Loin, 10@12 av.18	20	24	24
Loin, 12@14 av.17	18	24	24
Loin, 14 and over.15	17	22	22
Chops, 12@14 av.15	17	22	22
Shoulders.13	13	18	18
Butts.....	15	21	21
Spareribs.12	12	18	18
Hocks.....	12	18	18
Leaf lard, raw.9	9	14	14

### Veal.

Hindquarters.....	24	24	24
Forequarters.....	12	14	14
Legs.....	22	25	25
Breasts.....	15	18	18
Shoulders.....	14	16	20
Cutlets.....	33	35	35
Rib and loin chops.34	34	35	35

### Butchers' Offal.

Suet.....	2½	2½	2½
Shop fat.....	2	2	2
Bone, per 100 lbs. ....	25	25	25
Calf skins.....	11	11	11
Kips.....	10	11	11
Deacons.....	8	8	8

### CURING MATERIALS.

Bbls.	Barrels.
Nitrite of soda, l. c. l. Chicago.10%	10%
Seifert, 25 bbl. lots, f.o.b. N.Y. ....	....
Dbl. refined granulated.6%	6%
Small crystals.7%	7%
Medium crystals.7%	7%
Large crystals.8%	8%
Dbl. refd. gran. nitrate of soda.3%	3%
Less than 25 bbl. lots 14 more. ....	....
Boric acid, carloads, p.wd., bbls. ....	....
Crystals to powdered, in bbls., in 5-ton lots or more. ....	....
In bbls. in less than 5-ton lots. ....	....
Borax, carloads, powdered, in bbls. ....	....
In ton lots, gran. or pow., bbls. ....	....

### Salt.

Granulated, carlots, per ton, f.o.b. Chicago. ....	....
Medium, carlots, per ton, f.o.b. Chicago. ....	....
Rock, carlots, per ton, f.o.b. Chicago. ....	....
Brain. ....	....
Hear. ....	....
Tong. ....	....
Strips. ....	....
Fresh. ....	....
Liver. ....	....
Kidne. ....	....

### SPICES.

(These prices are basis f.o.b. Chicago.)

Whole.	Ground.
Allspice. ....	10
Cinnamon. ....	12
Cloves. ....	26
Coriander. ....	5
Ginger. ....	13%
Mace. ....	55
Nutmeg. ....	2
Pepper, black. ....	15
Pepper, Cayenne. ....	12
Pepper, red. ....	20
Pepper, white. ....	23

## PURE VINEGARS

A. P. CALLAHAN & COMPANY  
2497 SOUTH LA SALLE STREET  
CHICAGO, ILL.

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

	Week ended Apr. 15, 1931.	Fresh Pork, Etc.
Prime native steers—		
400-600	19 @ 20	@ 19
600-800	17 @ 18	@ 16
800-1000	16 1/2	@ 14
Good native steers—		
400-600	15 1/2 @ 16	@ 20
600-800	15 1/2 @ 16	@ 10
800-1000	15 1/2	@ 15 1/2
Medium steers—		
400-600	13 1/2 @ 15	
600-800	13 1/2 @ 15	
800-1000	13 1/2	
Heifers, good, 400-600	11 1/2 @ 14 1/2	
Cows, 400-600	9 @ 11 1/2	
Hind quarters, choice	27	
Fore quarters, choice	13 1/2	

### Beef Cuts.

	Week ended April 15, 1931.	Cor. week, 1930.
Steer loins, prime	37 1/2	
Steer loins, No. 1	31	@ 41
Steer loins, No. 2	31	@ 38
Steer short loins, prime	49	
Steer short loins, No. 1	48	@ 51
Steer short loins, No. 2	38	@ 45
Steer loin ends (hips)	26	@ 31
Steer loin ends, No. 2	25	@ 30
Cow loins	18	@ 23
Cow short loins	22	@ 26
Cow loin ends (hips)	15	@ 20
Steer ribs, prime	27	
Steer ribs, No. 1	22	@ 27
Steer ribs, No. 2	20	@ 26
Cow ribs, No. 2	13	@ 18
Cow ribs, No. 3	10	@ 14
Steer rounds, prime	18	
Steer rounds, No. 1	15 1/2	@ 22
Steer rounds, No. 2	15	@ 21 1/2
Steer chuck, prime	15	
Steer chuck, No. 1	12 1/2	@ 18 1/2
Steer chuck, No. 2	12 1/2	@ 17 1/2
Cow chuck	12 1/2	@ 18 1/2
Cow chuck ends	9 1/2	@ 13 1/2
Steer plates	9	
Medium plates	7	
Brikets, No. 1	16	@ 19
Steer navel ends	5 1/2	@ 10
Cow navel ends	6	@ 11
Fond shanks	8	@ 12
Hind shanks	6	@ 10
Strip loins, No. 1, bns.	60	@ 60
Strip loins, No. 2	50	@ 50
Sirloin butts, No. 1	32	@ 36
Sirloin butts, No. 2	22	@ 26
Beef tenderloins, No. 1	65	@ 75
Beef tenderloins, No. 2	65	@ 70
Flank butts	24	@ 30
Shoulder clodds	20	@ 27
Hanging tenderloins	9 1/2	@ 20
Insides, green, 6@8 lbs.	15 1/2	@ 20
Outsides, green, 5@6 lbs.	12 1/2	@ 19 1/2
Knuckles, green, 5@8 lbs.	14	@ 22 1/2

### Beef Products.

Brains (per lb.)	10	@ 13
Hearts	6	@ 12
Tongues	6	@ 12
Sweethearts	18	35 @ 37
Ox-tail, per lb.	10	@ 18
Fresh tripe, plain	8	7 @ 8
Fresh tripe, H. C.	10	@ 10
Livers	17	@ 22
Kidneys, per lb.	10	@ 18

### Veal.

Choice carcass	14	19 @ 20
Good carcass	10 @ 13	12 @ 18
Good saddles	16 @ 20	25 @ 28
Good racks	10 @ 12	14 @ 17
Medium racks	7	12 @ 13

### Veal Products.

Brains, each	10	15 @ 18
Sweethearts	50	@ 80
Calf livers	55	@ 65

### Lamb.

Choice lambs	20	@ 20
Medium lambs	18	@ 18
Choice saddles	26	@ 27
Medium saddles	24	@ 25
Choice fore	13	@ 13
Medium fore	12	@ 12
Lamb fries, per lb.	30	@ 33
Lamb tongues, per lb.	16	@ 16
Lamb kidneys, per lb.	25	@ 30

### Mutton.

Heavy sheep	7	@ 12
Light sheep	9	@ 14
Heavy saddles	9	@ 15
Light saddles	11	@ 17
Heavy foars	6	@ 9
Light foars	8	@ 11
Mutton legs	15	@ 20
Mutton loins	8	@ 13
Mutton stew	5	@ 9
Sheep tongues, per lb.	10	@ 16
Sheep heads, each	10	@ 12

### FRESH PORK, ETC.

### FRESH PORK, ETC.

Pork loins, 8@10 lbs. av.	@ 19	
Picnic shoulders	10	
Skinned shoulders	11	
Tenderloins	45	
Spare ribs	9	
Back fat	10	
Boston butts	14	
Boneless butts, cellar trim,	24	
Hocks	10	
Thighs	10	
Neck bones	4	
Slip bones	13	
Blade bones	11	
Pigs' feet	5	
Kidneys, per lb.	8	
Livers	5 1/2	
Brains	12	
Ears	5	
Snouts	7	
Heads	9	

### DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.	@ 23	
Country style sausage, fresh in link.	@ 19	
Country style sausage, fresh in bulk.	@ 18	
Frankfurts in sheep casings.	21	
Frankfurts in hog casings.	18	
Bologna in beef bungs, choice.	16	
Bologna in cloth, paraffined, choice.	17	
Bologna in beef middies, choice.	17	
Liver sausage in hog bungs.	20	
Liver sausage in beef rounds.	20	
Head cheese.	21	
New England luncheon specialty.	22	
Minced luncheon specialty, choice.	23	
Tongue sausage.	23	
Blood sausage.	16 1/2	
Souse.	14	
Polish sausage.	17	

### DRY SAUSAGE.

Cervelat, choice, in hog bungs.	@ 44	
Thuringer Cervelat	19	
Farmer.	28	
Holsteiner.	43	
B. C. Salami, choice.	19	
Milano salami, choice, in hog bungs.	26	
B. C. Salami, new condition.	33	
Prissee, choice, in hog middies.	35	
Genoa style Salami.	36	
Pepperoni.	37	
Mortadella, new condition.	38	
Capicoll.	39	
Italian style hams.	40	
Virginia hams.	41	

### SAUSAGE MATERIALS.

Regular pork trimmings.	6 1/2 @ 7	
Special lean pork trimmings.	12	
Extra lean pork trimmings.	14	
Neck bone trimmings.	35	
Pork cheek meat.	35	
Pork livers.	6	
Pork hearts.	7	
Native boneless bull meat (heavy).	8 1/2	
Boneless chuck.	7 1/2	
Shank meat.	8	
Pork trimmings.	14	
Beef hearts.	3	
Beef cheeks (trimmed).	5 1/2	
Dressed canners, 350 lbs. and up.	8	
Dressed cutter cows, 400 lbs. and up.	8	
Dr. bologna bulls, 600 lbs. and up.	6 1/2 @ 6 1/2	
Beef tripe.	3	
Pork tongues, canned trimmed S. P.	14 1/2	

### SAUSAGE CASINGS.

#### (F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Domestic rounds, 180 pack.	21	
Domestic rounds, 140 pack.	27	
Export rounds, wide.	45	
Export rounds, medium.	26	
Export rounds, narrow.	33	
No. 1 weasands.	12	
No. 2 weasands.	.07	
No. 2 bungs.	18	
Middles, regular.	22	
Middles, selected wide.	30	
Dried bladders:		
12-15 in. wide, flat.	1.70	
10-12 in. wide, flat.	1.45	
8-10 in. wide, flat.	.70	
6-8 in. wide, flat.	.55	
Hog casings:		
Narrow, per 100 yds.	2.75	
Narrow, special, per 100 yds.	2.25	
Medium, regular, per 100 yds.	.90 @ 1.00	
Wide, per 100 yds.	.70	
Extra wide, per 100 yds.	.75	
Export bungs.	.29	
Large prime bungs.	.21	
Large prime bungs.	.12	
Small prime bungs.	.62	
Middles, per set.	.20	
Stomachs.	.08	

### SAUSAGE IN OIL.

Bologna style sausage in beef rounds.		\$5.50
Small tins, 2 to crate.		6.50
Large tins, 2 to crate.		7.75
Frankfurt style sausage in sheep casings.		6.75
Small tins, 2 to crate.		6.25
Frankfurt style sausage in hog casings.		7.25
Small tins, 2 to crate.		5.75
Large tins, 1 to crate.		6.75
Smoked link sausage in hog casings.		5.75
Small tins, 2 to crate.		5.75
Large tins, 1 to crate.		6.75

### DRY SALT MEATS.

Extra short clears.		\$10
Extra short ribs.		10
Short clear middies, 60-lb. av.		12
Clear bellies, 18@20 lbs.		10%
Clear bellies, 14@16 lbs.		11%
Rib bellies, 20@23 lbs.		10 1/2
Rib bellies, 23@30 lbs.		10 1/2
Fat backs, 10@12 lbs.		7
Fat backs, 14@16 lbs.		7 1/2
Regular plates.		7 1/2
Butts.		6 1/2

### WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.		\$19.12
Fancy skd. hams, 14@16 lbs.		21.12
Standard reg. hams, 14@16 lbs.		21.12
Picnics, 4@8 lbs.		15 1/2
Fancy bacon, 8@8 lbs.		22
Standard bacon, 6@8 lbs.		22 1/2
No. 1 beef ham sets, smoked—		
Insidies, 8@12 lbs.		23.50
Outsides, 5@9 lbs.		24.00
Kernels, 5@6 lbs.		24.50
Cooked ham, choice, skin on, fatted.		20
Cooked ham, choice, skinless, fatted.		20
Cooked picnics, skin on, fatted.		20
Cooked picnics, skinned, fatted.		21
Cooked loin roll, smoked.		23

### BARRELED PORK AND BEEF.

Mess pork, regular.		\$23.50
Family back pork, 24 to 34 pieces.		24.00
Family back pork, 35 to 45 pieces.		25.00
Clear back pork, 40 to 50 pieces.		20.00
Clear plate pork, 25 to 35 pieces.		15.50
Brisket pork.		20.00
Bean pork.		18.50
Plate beef.		18.00
Extra plate beef, 200-lb. bbls.		19.00

### VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.		\$13.00





<tbl\_r cells="3" ix="5" maxcspan="1" maxrspan="1" used

# Retail Section

## Stunt Advertising Is Effective If It's Not Overdone

In these days of increased competition the meat dealer studies every means of drawing trade.

Cooperation with neighborhood theatres has proven profitable for several Milwaukee meat markets. Both Harry C. Dankert, operator of the Mirth Sanitary Meat Market on Milwaukee's south side, and Steven Novak, operator of two meat markets in West Allis, Wis., have obtained considerable good publicity for their markets through working in harmony with theatre managers.

The Paradise theatre is one of West Allis' finest showhouses. Just before Thanksgiving it distributed poultry to patrons. The fowls were secured from the Novak markets, which also furnished heavy paper shopping bags bearing the names and addresses of the two markets, as well as their telephone numbers.

The ceremony of awarding the fowls was an elaborate one. The manager of the theatre mounted the stage attired as a butcher, and made the presentations in the shopping bags carrying the meat market's name. Theatre patrons were apprized all during the special program concerning the name of the market from which the poultry had been secured.

### Special Matinee Advertises Butcher.

In addition, the program was advertised several days previously and the meat market received lobby mention in the theatre, as well as mention on the screen. There was a large number of people on hand for the special show and hundreds of people viewed the name of Novak's market in the theatre the week preceding the show.

At Christmas time, another Milwaukee theatre staged a special kiddie show, the admission to which was some food article. All food secured was turned over to a welfare organization, which distributed it to the city's poor. The Mirth Sanitary Meat Market, located across the street from the theatre and operated by Harry C. Dankert, furnished shopping bags bearing its name and address for the distribution of the food products.

This food matinee was given much publicity by the theatre, and the newspapers also devoted considerable space to this worthy movement. As a result, it came in for much attention, and the Mirth market cashed in on it through the effective use of its shopping bags.

These bags are especially successful as advertising mediums. They can be used many times by the housewife, and each time the name of the market is brought forcibly to the attention of the shopper.

### Stunt Advertising Effective.

Both these meat market proprietors believe advertising of this kind from time to time is effective. It cannot be carried to extremes or indulged in too often, but when it is used sanely it can do much to promote a business. Advertising in the theatre in the community in which the market is located is effective because it reaches, in most instances, a representative purchasing power and also concentrates its message in the area in which the market is located.

Another Milwaukee butcher, operator of the Model Market on the city's east side, has found the blackboard to be an effective medium in advertising his specials. This board is large enough to permit writing three or four items in a size clearly visible for some distance.

The board carries the caption: "Today's Money Savers," and every day new items, together with their prices, are posted. The board is mounted on an easel and occupies the back part of the window so that it is possible to display merchandise in front of it without obstructing the view of the board. A

small electric lamp is mounted over it. This is kept lighted at night in order that the board may easily be read.

### Specials Draw Trade.

The Model Market is located on a street car line, and not only are the specials and their prices visible from the sidewalk but also from the street car. The board is maintained in the same position in the same window every day, and as a result people have come to watch it for items which they may want.

Prices are made especially attractive and in many instances, customers who come into the store to purchase merely one or two of the special items, are sold other products as well by this enterprising merchant. ——————

### DELIVERY COST AVERAGES 9c.

An analysis of the expense figures of 12 retail grocery stores in the Louisville, Ky., area showed that the average delivery expense for orders delivered to customers' homes amounted to 9c per order, with an extreme range from 4c in one store to 20c in the highest. The delivery expense is figured to include all items connected with the delivery vehicles such as gasoline, oil, repairs, tires, garage rent, depreciation, licenses, taxes, driver's wages, etc.

The above figure for the average delivery expense checks very closely with an entirely different study carried on in another city by one of the university bureaus of business research, which worked out for that city an average delivery expense of 8.78c an order.



MEAT MARKET AIDS IN DRIVE FOR FOOD FOR NEEDY FAMILIES.

When a Milwaukee, Wis., theatre staged a drive to secure food for needy families the Mirth Market of that city got in on the publicity by furnishing the shopping bags in which the donations were delivered. As shown here, the food was displayed in the theatre lobby before being distributed.

April 18, 1931.

## THE NATIONAL PROVISIONER

55

## What Affects Meat Taste?

### Some Peculiar Results of Tests of Consumer Appetite

Does opinion influence likes and dislikes for meat?

This question arose in connection with the attitude of many people regarding lamb.

While this meat is becoming much better understood, and consequently better liked, in the past attitude of mind had much to do with its rather limited consumption.

To test the influence of opinion on meat choice, the home economics department of the University of Nebraska, in cooperation with the animal husbandry department, undertook an experiment some time ago.

A group of 14 home economics students in a class in meat selection were subjects for the experiment. In the beginning the students—girls—said they preferred roasts in the following order: first, roast beef, second, roast pork; third, roast veal; and roast lamb a very poor fourth. At the same time they told what they liked or disliked about certain meats.

Cuts of the different kinds of meat of approximately the same grade were roasted. When done the roasts were carved to prevent recognition by means of the shape of the serving. A sample of each meat was numbered and put on the plate for each girl. The meats were eaten unsalted.

Before deciding what kind of piece of meat it was, the girls were asked to score each piece as to flavor, tenderness, juiciness, etc., and if there was objectionable flavor, to describe it.

The samples were ranked as follows: roast pork, first instead of second, as in the questionnaire; roast beef, second instead of first; roast lamb, third instead of a poor fourth; and roast veal fell from third to fourth place.

In identification of the samples lamb was called beef by 11 of the girls. Veal was recognized by none of them and was called lamb by 6. Lamb was recognized by three, beef by only two, while pork was recognized by all.

That lamb does not taste like wool smells, which was given as a reason by some of the girls for not liking this meat, is demonstrated by the fact that most of the girls thought the lamb was beef.

### NEWS OF THE RETAILERS.

A. B. Chesebro has opened a meat market at Iowa City, Ia.

K. Wright, Charles City, Ia., has taken over the Sanitary Meat Market.

C. Ralph, Cloverdale, Ore., has purchased the Witt Meat Market.

Ed Zedwick, Toledo, Ore., has reopened the City Meat Market.

Hollingsworth & Douglas have engaged in the meat and grocery business at 2125 J st., Sacramento, Cal.

L. P. Boomer, Wenatchee, Wash., has sold the Central Meat Market to H. J. Van Wegen.

Edward A. Kelly, Chehalis, Wash., has been succeeded in the meat and grocery business by A. R. Docksteader.

Ed Tesch has engaged in the meat business at Railroad and Adams sts., Ritzville, Wash.

Shaw & Carboneau have opened a meat shop in the Barnett Bldg., Springdale, Wash.

Martin Treosti, Snohomish, Wash., has succeeded to the meat business of the Peoples Market.

C. F. & V. L. Lincecum have opened the Rainbow Market, at 1114 Union ave., N., Portland, Ore.

Paul Hoppe, Mt. Vernon, Wash., has purchased the interest of Clifford Swanson in the Quality Meat Market.

Mrs. A. E. Cranmer & Sons, Sno-

homish, Wash., have succeeded to the meat and grocery business of the late A. E. Cranmer.

J. A. Barrick has purchased the meat and grocery business of E. A. Harrington at 1024 West Garland ave., Spokane, Wash.

Sam Schnader has purchased the meat business of Frye & Co., Tenino, Wash., and will operate as Tenino Cash Market.

The Corey grocery and meat market has opened a new modern grocery and market on the corner of Eighth and Locust sts., Terre Haute, Ind.

N. J. Curry purchased the interest of Donald Thayer in the Independent Market and Fruit Shop, 404 S. Superior st., Albion, Mich.

F. J. Skidmore is erecting a new building at 18 South Jefferson ave., Battle Creek, Mich., where he will open the new Bazley Meat Market.

The Olson Food Market, Inc., Marshalltown, Ia., has been incorporated with a capital stock of \$10,000. Incorporators are Geo. A. Olson, Ben Reider, and Ben Rovner.

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Apr. 16, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>FRESH BEEF:</b>				
STEERS (1):				
Choice .....	\$13.50@15.00	.....	\$14.00@15.50	.....
Good .....	12.50@13.50	.....	12.50@15.00	.....
Medium .....	10.50@12.50	.....	.....	.....
STEERS (550-700 lbs.):				
Choice .....	13.00@15.00	.....	13.00@15.00	14.00@15.50
Good .....	12.50@13.00	.....	12.00@14.00	12.00@13.50
STEERS (700 lbs. up):				
Choice .....	13.50@16.00	13.50@14.50	13.00@14.50	14.00@15.00
Good .....	13.00@14.00	12.50@13.50	12.00@14.00	12.50@13.50
STEERS (500 lbs. up):				
Medium .....	11.00@12.00	11.50@12.50	11.00@13.00	11.00@12.50
Common .....	10.00@11.00	10.50@12.00	10.00@11.00	10.00@11.00
COWS:				
Good .....	10.00@11.00	10.00@10.50	9.50@11.50	11.00@12.00
Medium .....	9.00@10.00	9.50@10.00	8.50@9.50	10.00@11.00
Common .....	8.50@9.00	9.00@9.50	7.50@8.50	9.00@10.00
<b>FRESH VEAL AND CALF CARCASSES:</b>				
VEAL (2):				
Choice .....	13.00@14.00	14.00@16.00	13.00@16.00	14.00@15.00
Good .....	11.00@13.00	12.00@14.00	10.00@13.00	12.00@14.00
Medium .....	9.00@11.00	10.00@12.00	8.00@11.00	9.00@11.00
Common .....	7.00@9.00	8.00@10.00	7.00@10.00	8.00@9.00
CALF (2) (3):				
Choice .....	11.00@12.50	.....	.....	.....
Good .....	10.00@11.00	.....	.....	.....
Medium .....	9.00@10.00	.....	.....	.....
Common .....	8.00@9.00	.....	.....	.....
<b>FRESH LAMB AND MUTTON:</b>				
SPRING LAMB:				
Good-Choice .....	23.00@26.00	23.00@25.00	25.00@27.00	23.00@25.00
Good .....	21.00@23.00	21.00@23.00	22.00@25.00	21.00@23.00
Medium .....	17.00@21.00	.....	.....	.....
LAMB (38 lbs. down):				
Choice .....	20.00@21.00	21.00@22.00	21.00@22.00	21.00@22.00
Good .....	18.00@20.00	20.00@21.00	20.00@21.00	20.00@21.00
Medium .....	17.00@18.00	19.00@20.00	19.00@20.00	17.00@19.00
Common .....	15.00@17.00	17.00@18.00	.....	14.00@16.00
LAMB (39-46 lbs.):				
Choice .....	18.50@20.00	20.00@21.00	20.00@22.00	20.00@21.00
Good .....	17.50@18.50	19.00@20.00	19.00@21.00	19.00@20.00
Medium .....	16.00@17.50	18.00@19.00	18.00@19.00	17.00@19.00
Common .....	15.00@16.00	.....	.....	14.00@16.00
LAMB (46-55 lbs.):				
Choice .....	17.50@19.00	18.00@20.00	18.00@20.00	18.00@19.00
Good .....	16.50@17.50	17.00@19.00	17.00@19.00	17.00@18.00
MUTTON (Ewe) 70 lbs. down:				
Good .....	9.00@11.00	10.00@11.00	10.00@12.00	9.00@10.00
Medium .....	8.00@9.00	8.00@10.00	9.00@10.00	8.00@9.00
Common .....	7.00@8.00	7.00@8.00	8.00@9.00	7.00@8.00
<b>FRESH PORK CUTS:</b>				
LOINS:				
8-10 lbs. av. ....	18.00@20.00	16.50@17.50	16.00@18.00	16.00@18.00
10-12 lbs. av. ....	17.50@19.00	18.00@20.00	14.50@17.00	16.00@17.00
12-15 lbs. av. ....	15.50@17.00	14.00@15.00	12.50@14.50	15.00@16.00
16-22 lbs. av. ....	13.50@14.00	12.00@13.50	11.00@13.00	13.00@14.50
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av. ....	9.00@10.00	.....	11.00@13.00	11.00@13.00
PICNICS:				
G-8 lbs. av. ....	.....	10.50@11.50	.....	10.00@11.00
BUTTS, Boston Style:				
4-8 lbs. av. ....	10.50@12.00	.....	13.00@15.00	13.50@15.00
SPARE RIBS:				
Half Sheets .....	9.00@11.00	.....	.....	.....
TRIMMINGS:				
Regular .....	6.00@ 6.50	.....	.....	.....
Lean .....	11.00@13.00	.....	.....	.....

(1) Choice grade heifer yearling beef, 450 pounds down: Chicago \$13.50@14.00; New York \$12.50@14.50. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

April 18, 1931.

## New York Section

### NEW YORK NEWS NOTES.

President Samuel Slotkin, Hygrade Food Products Corporation, spent last week visiting Chicago and other Western plants.

S. B. Dietrich, beef department, East Side Packing Company, East St. Louis, Ill., visited New York for several days during the past week.

G. H. Johnstone, head of the credit department, Armour and Company, Chicago, visited New York for a few days during the past week.

B. A. Braun, vice-president and general sales manager, Jacob Dold Packing Co., Buffalo, N. Y., was a visitor to New York during the past week.

J. C. Agar, beef department, and W. F. Jackson, produce department, Swift & Company, Chicago, spent several days in New York during the past week.

L. J. Cavanagh, transportation department, Swift & Company, central office, New York, is receiving the congratulations of his many friends in the trade upon the arrival of a son.

F. A. Ferris branch of Stahl-Meyer, Inc., recently opened a wholesale fresh pork department and appointed as manager Henry Ferris, who has been with the sales department since 1927.

Vice-president F. J. Reynolds and H. A. Russell, head of the beef cuts department, Armour and Company, Chicago, spent a few days in New York during the past week and visited at the plant of the New York Butchers' Dressed Meat Company.

Three additional employees have been installed in the office of the Otto Stahl branch of Stahl-Meyer, Inc., while E. C. Magnusson has been appointed office manager of the F. A. Ferris branch to succeed George Smith, who was transferred to the Otto Stahl branch as credit manager.

Arthur P. Phissell, who has been with the East Side Packing Company, East St. Louis, Ill., in the New York office, for the past few years, has resigned to become a member of the meat firm of John Minder Sons, of Barclay Street, New York, and will be succeeded at the East Side by Allen Golbe.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended April 11, 1931, was as follows: Meat—Brooklyn, 5 lbs.; Manhattan, 1,191 lbs.; Bronx, 5 lbs.; Queens, 11 lbs. Total, 1,212 lbs. Fish—Brooklyn, 12 lbs.; Manhattan, 217 lbs.; Bronx, 745 lbs. Total, 974 lbs. Poultry and Game—Brooklyn, 15 lbs.; Manhattan, 32 lbs. Total, 47 lbs.

The annual ball of the Adolf Gobel Employees Mutual Welfare Society was held on April 11 at the Hotel St. George, Brooklyn, with an attendance in excess of 3,000, representing the officers and employes of the company as

well as customers and friends. Prizes consisting of \$100 and \$50 purchase orders on Loeser & Batterman department stores in Brooklyn were won by Mrs. Herman Rathjens and Mrs. Charles Dietrich, wives of Gobel employes. The committee in charge of arrangements included H. J. Toedt, Norman Plaatje, Peter G. Schaeffner, Andrew Bruggner and John Kastner. The proceeds are to be applied to the funds of the Adolf Gobel Employes Mutual Welfare Society.

### AMONG RETAIL MEAT DEALERS.

The Ladies' Night of the Eastern District Branch at Schwaben Hall this week was a jolly family party. President Al Haas welcomed the guests, but announced there would not be any speeches. Executive Secretary Fred C. Riester announced the various events. Some of the guests were State President and Mrs. David Van Gelder; President of the Brooklyn Branch and Mrs. Anton Hehn, President South Brooklyn Branch and Mrs. Harry Kamps, president Ladies' Auxiliary, Mrs. A. Werner, jr., Mr. and Mrs. Joseph Rossman and Miss M. B. Phillips. The active officers, who deserve great credit for the success of the branch, are: President, Alfred L. Haas; first vice-president, Christ Stein; second vice-president, W. Richard Hess; treasurer, Theo. C. Meyer; financial secretary, F. Edward Rath; recording secretary, Andrew Albern, and executive secretary, Fred C. Riester.

Nomination and election of officers for the fiscal year was the chief order of business at the meeting of the Ladies' Auxiliary on Thursday. President Mrs. A. Werner, jr., appointed the nominating committee, of which Mrs. Frank P. Burck was chairman. The officers elected for the ensuing year are: President, Mrs. A. Werner, jr.; first vice-president, Mrs. W. H. Wild; second vice-president, Mrs. William Kramer; corresponding secretary, Mrs. Charles Hemdt; recording secretary, Mrs. Albert Di Matteo; financial secretary, Mrs. Leo Spandau; treasurer, Miss M. B. Phillips; warden, Mrs. Geis; trustees, Mrs. George Anselm, Mrs. C. Fischer, Mrs. Anton Hehn, Mrs. Fred Hirsch and Mrs. E. Schmelzer. The officers will be installed by the official hostess, Mrs. Frank P. Burck, at the meeting on April 23. A luncheon and matinee will be given by the Auxiliary early in May.

The membership drive of the Brooklyn Branch got off to a good start with the addition of five members at the meeting on April 9. President Anton Hehn was in the chair. State business manager E. Williams was a visitor and spoke on the subject of cooperative advertising. A committee of fifteen was appointed to study the proposition. A doctor was in attendance to examine members for health cards. The committee for the Frank Burck night reported final arrangements for April 23. Old timers active twenty-five or more years ago will be invited.

Food Distributors Cooperative, Inc., 59 Pearl Street, Brooklyn, N. Y., now have associated with them Frank W.

Miller as general manager of the organization. Mr. Miller's past experience fully qualifies him for this very important position. The cooperative is not a profit making business, but a mutual enterprise with memberships selling at \$5.00 each.

All of the branches of the New York State Association of Retail Meat Dealers, Inc., in the Metropolitan area of New York, are looking forward to the annual state convention which is to be held in Buffalo, June 8 to 12 at the Hotel Statler. It is expected that the attendance this year at the annual convention will far exceed that of any other year.

The interbranch meeting of the Brooklyn and Jamaica branches will be held April 21, in Fraternity Hall, 53rd st. and 5th ave., Brooklyn. The principal speakers will be Congressman E. Celler and B. F. McCarthy, U. S. Department of Agriculture.

Charles Kramer, president, Kramer Bros., and a member of Ye Olde New York Branch, celebrated a birthday on April 13. His sister, Mrs. Anna Stoff, also celebrated a birthday on the same day, the difference being in the number of years.

George Anselm, a member of Ye Olde New York Branch, celebrated a birthday on April 9 with a family dinner and theatre party.

### SPICE HOUSES MERGE.

The old-established spice firms of Van Loan & Company, 64-68 North Moore st. and Bennett Simpson & Co., Inc., formerly of 458 Greenwich st., New York, which have been leaders in their field for the past half century, have now combined their resources in one organization, to be known as Van Loan & Company, Inc. The new concern will continue the business of importing and grinding spices and roasting coffee at the North Moore street address. The officers of the new company include Patrick W. Walsh, president; William E. Squires, general manager; Schuyler Van Loan, treasurer, and W. W. Pribyl, secretary.

### REDUCED EXPORT RATES.

Reduced inland export rates on packinghouse products shipped via Western Trunk Lines will become effective April 24, by authority of the Interstate Commerce Commission, according to advice from the Western Trunk Line Committee. These reduced rates are effective from the Missouri River to the Gulf, and to Chicago and St. Louis when shipments are destined for the Atlantic seaboard.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and products at New York, week ended Apr. 11, 1931:

Point of origin.	Commodity.	Amount.
Canada—Bacon	.....	1,200 lbs.
Canada—Sausage	.....	80 lbs.
Canada—Pork cuts	.....	240 lbs.
Czechoslovakia—Ham	.....	300 lbs.
England—Bacon	.....	5,000 lbs.
Germany—Sausage	.....	265 lbs.
Germany—Bacon	.....	200 lbs.
Germany—Ham	.....	2,020 lbs.
Hungary—Sausage	.....	100 lbs.
Ireland—Ham	.....	11,118 lbs.
Ireland—Bacon	.....	367 lbs.
Italy—Sausage	.....	3,279 lbs.

## "Packers' STOCKINETTE Headquarters"

Our Stockinette Cover 75% of the Live Stock Slaughtered  
This Unequalled Production Enables Us to Give  
Packers the Best

"SERVICE"

"QUALITY"

"PRICES"

A Trial Order Will Convince You

*Write today for Samples and Quotations*

Inquiries for Quotations and Samples should be addressed to  
Valatie Mills Corporation, Valatie, N. Y.

KANSAS CITY KNITTING CORP.  
North Kansas City, Mo.

VALATIE MILLS CORP.  
Valatie, N. Y.

*We Are the Pioneers and Largest Producers of Stockinette Fabrics*

Ham

Hindquarter

## FLAVOR

Worcester Salt has a distinctly pleasant flavor of its own, unlike that of any other salt! It preserves and improves the flavor of the meat it enters. After all, it takes the best to make the best.

*It Pays the Best  
To Use the Best*

**WORCESTER  
SALT**

Worcester Salt Company

71-73 Murray Street New York, N. Y.

Refineries:

Silver Springs, N. Y. Piffard, N. Y. Ecorse, Michigan

Offices:

Boston, Chicago, Detroit, Philadelphia, Columbus,  
Charlotte, N. C., Buffalo, N. Y.

## Pork Sausage Season Is Here

The Man Who Knows



The Man You Know

These cold, snappy mornings are just the thing to create a big demand for breakfast sausage. Are you getting your share of this business?

A nice, savory, tender breakfast sausage flavored to perfection is bound to result in increased business. Our WONDER PORK SAUSAGE SEASONING (with and without sage) can give you just the proper degree of flavoring that will bring out the best quality of your product. Do your customers desire the natural pink color of the meat that makes your sausage look so appetizing? If they do, why look further? For incomparable flavor and appearance, try

**WONDER PORK SAUSAGE  
SEASONING**

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings and NEVERFAIL, The Perfect Cure.

**H. J. MAYER & SONS CO.**

6819-27 S. Ashland Ave., Chicago, Ill.  
Canadian Plant, Windsor, Ont.

## The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715

*Saves Labor, Trimmings, Shrinkage*

Smoke Your Meats in Stockinets and Get Uniformity,  
Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance  
of Mr. Stockinet appearance.

Numerous Packers Throughout the Country Are  
*Why Not You?*

*For Further Particulars Write or Phone*

THOMAS F. KEELEY, Licensor, 516 E. 28th St., Chicago. Phone Calumet 0349

April 18, 1931

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	\$ 7.50@ 8.75
Cows, common to medium	8.50@ 5.00
Bulls, cutter, medium	8.75@ 5.25

## LIVE CALVES.

Vealers, good to choice	\$ 7.00@ 9.50
Vealers, medium	5.50@ 7.00

## LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$ 8.75@ 10.15
Lambs, medium	7.00@ 8.50
Lambs, common	6.00@ 7.00

## LIVE HOGS.

Hogs, 100-220 lbs.	\$ 8.25@ 8.50
Hogs, 225 lbs.	8.75@ 7.75
Hogs, 420 lbs.	6.50@ 6.50

## DRESSED HOGS.

Hogs heavy	8 @13.00
Hogs, 180 lbs.	8 @13.25
Pigs, 80 lbs.	8 @13.25
Pigs, 80-140 lbs.	8 @13.25

## DRESSED BEEF.

Choice, native heavy	18 @19
Choice, native light	19 @20
Native, common to fair	16 @18

## WESTERN DRESSED BEEF.

Native steers, 900@800 lbs.	17 @18
Native choice yearlings, 400@600 lbs.	17 @19
Good to choice heifers	14 @17
Good to choice cows	10 @12
Common to fair cows	8 @10
Fresh bologna bulls	8 @9

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @26	25 @28
No. 2 ribs	21 @23	22 @24
No. 3 ribs	20 @20	18 @21
No. 4 ribs	20 @22	24 @24
No. 2 loins	26 @27	32 @32
No. 3 loins	22 @25	28 @28
No. 4 loins	20 @25	26 @26
No. 5 loins	20 @25	26 @26
No. 2 hinds and ribs	20 @25	20 @26
No. 2 hinds and ribs	17 @20	18 @22
No. 3 hinds and ribs	15 @16	15 @17
No. 1 rounds	14 @15	13 @14
No. 2 rounds	12 @13	12 @12
No. 3 rounds	11 @12	11 @11
No. 1 chuck	18 @14	14 @16
No. 2 chuck	12 @13	12 @13
No. 3 chuck	9 @10	10 @11
Bologna	8 @9	9 @10
Balls, reg.	6 @6 lbs. avg.	22 @23
Balls, reg.	4 @6 lbs. avg.	17 @18
Tenderloins, 4 @6 lbs. avg.	60 @70	
Tenderloins, 5 @6 lbs. avg.	55 @65	
Shoulder clods	10 @11	

## DRESSED VEAL AND CALVES.

Prime veals	23 @25
Good to choice veal	19 @22
Med. to common veal	13 @16
Good calves	14 @16
Med. to common calves	12 @14

## DRESSED SHEEP AND LAMBS.

Lambs, prime	21 @23
Lambs, good	18 @20
Sheep, good	10 @13
Sheep, medium	9 @11

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	17 @17 1/2
Pork tenderloins, fresh	45 @47
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs.	12 1/2 @13
Butts, boneless, Western	14 @15
Butts, regular Western	14 @15
Hams, Western, fresh, 10@12 lbs. avg.	18 @19
Hams, city, fresh, 9@10 lbs. avg.	26 @27
Picnic ham, Western, fresh	11 @12
Picnic ham, average	16 @17
Pork trimmings, extra lean	16 @17
Pork trimmings, regular 50% lean	8 @9
Spareribs, fresh	10 @11

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	22 1/2 @26
Hams, 10@12 lbs. avg.	22 @24
Hams, 12@14 lbs. avg.	21 @23
Picnics, 4@6 lbs. avg.	16 @17
Picnics, 6@8 lbs. avg.	15 @16
Roulottes, 8@10 lbs. avg.	16 @17
Beef tongue, light	20 @22
Beef tongue, heavy	24 @26
Bacon, boneless, Western	23 @24
Bacon, boneless, city	20 @21
Pickled bellies, 8@10 lbs. avg.	17 @18

## FANCY MEATS.

## FANCY MEATS.

Fresh steer tongues, untrimmed	20c a pound
Fresh steer tongues, 1. c. trim'd	40c a pound
Sweetbreads, beef	50c a pound
Sweetbreads, veal	75c a pair
Beef kidneys	15c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	17c a pound
Beef hanging tenders	28c a pound
Lamb frie	10c a pair

## BUTCHERS' FAT.

Shop fat	@@ %
Breast fat	@@ 1%
Edible suet	@@ 3%
Cond. suet	@@ 2%

## GREEN CALFSKINS.

5-9 9 1/2-12 1/2 12 1/2-14 14-18 18 up	
Prime No. 1 veals	12 1.75
Prime No. 2 veals	10 1.55
Buttermilk	11 1.25
Branded Gravy	5 .70
Number 3	5 .65

## BUTTER.

Creamery, extra (92 score)	27 1/2
Creamery, firsts (88 to 90 score)	26 1/2 @26 1/2
Creamery, seconds (84 to 87 score)	25 1/2 @25 1/2
Creamery, lower grades	24 1/2 @25 1/2

## LIVE POULTRY.

EGGS.	(Mixed colors.)
Extra, dozen	21 @21 1/2
Extra firsts, dozen	20 @20 1/2
Firsts	19 1/2 @19 1/2
Checks	16 1/2 @17

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed	—12 to box—prime to good:
Western, 60 to 65 lbs.	to dozen, lb. .. 23 @23
Western, 48 to 54 lbs.	to dozen, lb. .. 23 @23
Western, 43 to 47 lbs.	to dozen, lb. .. 23 @23
Western, 36 to 42 lbs.	to dozen, lb. .. 22 @24
Western, 30 to 35 lbs.	to dozen, lb. .. 21 @23

Fowls—fresh—dry pkd.—12 to box—prime to fcy:	
Young toms	40 @42
Young hens	38 @40

Fowls, frozen—dry pkd.—12 to box—prime to fcy:	
Western, 60 to 65 lbs., per lb.	25 @26
Western, 48 to 64 lbs., per lb.	25 @26
Western, 43 to 47 lbs., per lb.	25 @26

## WHOLESALE PRICES OF 92 SCORE BUTTER AT CHICAGO, NEW YORK, BOSTON AND PHILADELPHIA, WEEK ENDED APRIL 9, 1931:

Apr. 3	4	6	7	8	9
Chicago .27 1/2	20% 20	29	29	26%	26
N. Y. .28 1/2	28% 28	28	28	28	28
Boston .29	29	28 1/2	28 1/2	28 1/2	28 1/2
Phila. .29 1/2	29 1/2	29	29	29	29

## WHOLESALE PRICES CARLOTS—FRESH, CENTRALIZED BUTTER—NO. 90 SCORE AT CHICAGO:

27 1/2	26%	26 1/2	26 1/2	26%	26%
Receipts of butter by cities (lbs.):					
Wk. to Prev. week.	Last year.	—Since Jan. 1, 1930.			
Apr. 9.	Apr. 9.	1931.			
Chicago .38,602	38,770	41,372	771,210	801,595	
N. Y. .58,905	57,724	59,751	1,006,082	955,541	
Boston .16,689	15,956	14,825	244,937	228,136	
Phila. .20,110	18,633	19,629	332,602	297,948	

Total 134,297 131,083 135,577 2,834,927 2,283,220

Cold storage movement (lbs.):

In	Out	On hand	Same
Apr. 9.	Apr. 9.	Apr. 10.	last year.
Chicago .185,014	1,005,022	3,416,451	
New York .19,612	37,841	3,182,765	8,733,229
Boston .30,987	622,667	1,344,245	
Phila. .20,760	2,190	1,174,886	1,214,795

Total .40,372 256,041 6,585,340 9,728,720

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammonium.

Ammonium sulphate, bulk, per ton  
ex vessel Atlantic and Gulf ports.

Ammonium sulphate, double bags, per 100 lbs.

Blood, dried, 15-16% per unit.

Fish scrap, dried, 11% ammonia, 10% nitro.

B. P. L. f.o.b. fish factory.

Fish guano, foreign, 10% B. P. L.

Fish guano, 10% B. P. L.

